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City trembles at Labour advance

Major switches aim as polls boost Lib Dems

By Philip Webster and John Bell

JOHN Major switched his attack to the Liberal Democrats yesterday as campaign tactics shifted with an increased chance of a Labour win in next Thursday's election.

The change of target came as the City trembled at polls showing a clear Labour lead and increased backing for Paddy Ashdown, and wiped more than £11 billion off the value of shares.

The dramatic change of tactics was forced on Mr Major by the polls on Tuesday that showed Tory support dipping dangerously to the 35 per cent level, mainly to the benefit of the Liberal Democrats. With Labour holding steady above 40 per cent Mr Major's campaign team concluded speedily overnight that the seepage had to be halted before it was too late.

Last night, however, a Gallup poll showed the Tories with a 0.5 per cent lead over Labour, and an NOP poll gave Labour a 2 per cent lead. Both surveys showed a strong swing to the Liberal Demo-

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crats. The Gallup survey in *The Daily Telegraph* confirmed the recent jump in Liberal Democrat backing. They went up by four points to 20.5 per cent but appeared to have gained more at the expense of Labour than the Conservatives.

The poll put the Conservatives on 38 per cent, Labour 37.5 per cent and the Liberal Democrats 20.5 per cent in a survey involving 1,095 voters interviewed on Tuesday and yesterday. The NOP poll put Labour at 39 per cent, Tories at 37 and Liberal Democrats at 19.

With all three party leaders in action last night Mr Major urged voters not to let the Liberal Democrats be the "Trojan horse" to a Labour Britain. He bracketed the Liberal Democrats with Labour as a high taxation party that would destroy Britain's prospects of recovery.

A confident Neil Kinnock told a crowd of 10,000 at a presidential-style rally in Sheffield that Britain was only days away from a Labour government. "We will govern as we have campaigned - strongly, positively, looking to the future," he said. "The contrast with the Tories could not be more sharp. They are a spent force. They have no vitality and they are rapidly losing their integrity."

Mr Ashdown last night denied that a Liberal Democrat vote was a backdoor vote for Labour or the Tories while Mr Kinnock told people that the only way to get a change of government was to vote Labour.

"Your vote is not a protest vote," Mr Ashdown told a Cheltenham rally. "A vote for the Liberal Democrats is a principled positive vote which is why we are gaining ground each day goes by. Your vote is not a backdoor vote for Labour, or for the Tories. A vote for the Liberal Democrats in Cheltenham, in Hereford and in dozens of other constituencies up and down the country is a winning vote for the Liberal Democrats."

Mr Ashdown said: "The polls tell us that the Liberal Democrats have continued their rise in popularity. This morning Mr Major began his attack. No doubt the prime minister expects us to respond in kind. He may expect it, but I won't do it."

As the prospect of a Labour win shook the City, with the FTSE index opening 56 points down before recovering later in the day and sterling losing half a penny against the mark, Mr Major

delivered an impassioned appeal to defectors to return to the fold. There was no soft option, he said. Admitting for the first time the possibility of a Labour win he said: "Unless people vote directly for the Conservative candidate they will end up with a Labour government, whether they vote Labour or Liberal. That is the choice."

City analysts expected further sharp falls in share prices if Labour's commanding lead in the opinion polls is maintained in the last days before the election. More than £11 billion was removed from the combined value of shares traded in London as the market opened lower with investors forced to take seriously the prospect of a Labour government. Prominent among the losers were shares in the water industry, which Labour has said that it wishes to bring back under state control. Other shares likely to be affected by Labour policies were also weak, including BT, the electricity generating and distribution companies and shares privatised under the Conservatives.

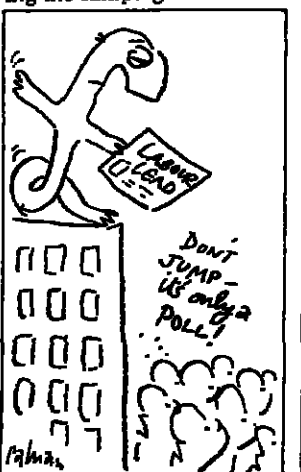
Against the background of continued sniping from senior Tories at the party's campaign strategy, Mr Major began his fightback at yesterday's daily news conference and pressed home the message with increasing intensity through the day.

At a West Country rally Mr Major said there was no other choice but a Tory or Labour government. "If you vote Conservative you will get a Conservative government. If you vote Labour you will get a Labour government. If you vote Liberal you will get a Labour government. That is a message that every elector must understand."

Mr Major said: "Beware Mr Ashdown. Don't look at the man: look through the door. The most famous door in the world is No 10 Downing Street. Don't let Mr Ashdown open it for Mr Kinnock."

Throughout the day Tory strategists had voiced doubts about Tuesday's polls which they said did not match the reports coming back from the constituencies.

Criticism of the Tory campaign continued. Nicholas Winterton, who is defending Macclesfield, said it had to be moved into a higher gear. The public wondered why the more aggressive campaigners had not been in evidence during the campaign.



Read my lips: Neil Kinnock looking confidently to the future at a presidential style rally in Sheffield yesterday

Libya has to reveal IRA links, UK says

FROM JAMES BONE IN NEW YORK

BRITAIN is demanding information about Libya's support for the IRA as a condition for lifting United Nations sanctions against the country.

Sir David Hannay, Britain's ambassador at the United Nations, told non-aligned members of the UN Security Council that Libya must provide details about its arms shipments to the IRA and its training of IRA members.

Britain is particularly eager to establish whether Libya has sent anti-aircraft missiles to the IRA. Sir David said the information was required by the security council resolution adopted on Tuesday, which imposes an embargo on civilian air links and arms sales to Libya on April 15.

The resolution says the sanctions can be lifted only when Libya has handed over the two suspects wanted in Britain and the United States for the bombing of PanAm flight 103 over Lockerbie. But the resolution also requires Libya to take "concrete actions" to demonstrate its renunciation of terrorism before the sanctions can be lifted.

The ambassadors of Britain, France and the United States met non-aligned security council members after the resolution's passage to spell out what they believe is required by that provision.

Gaddafi threat, page 15

Bush seeks £7bn in aid for former Soviet Union

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Bush yesterday announced a new multi-billion dollar aid package to prop up democracy in the struggling republics of the former Soviet Union at what he called a "defining moment in history."

Mr Bush asked Congress to approve a \$12 billion (£7 billion) US commitment to the International Monetary Fund so that it had the resources to give the republics loans, up to \$3 billion towards an international stabilisation fund, and the repeal of scores of Cold War trade restrictions.

He demanded funding for a "major people-to-people" programme that would send hundreds of Russian businessmen to America and US volunteers to the republics, and announced another \$1.1 billion in credit guarantees for buying American grain. Funds already approved would be diverted to ensuring the safety of ageing nuclear plants. The American pack-

age would in part support a new \$24 billion programme of assistance for Russia by the G7 industrialised nations announced by Germany yesterday, and could be completed by late next month. The US contribution would be between 20 and 25 per cent.

Acknowledging the unpopularity of foreign aid in the midst of a recession and election year, Mr Bush appealed for national and bipartisan support. The stakes were "as high as any we have faced this century". Defeat of the democratic revolution in the former Soviet Union "could plunge us into a world more dangerous... than the dark years of the Cold War", he said, warning that the costs of that would be "exorbitant".

Congressional leaders emerged non-committal from a White House briefing but warned that Mr Bush would face a tough job selling the package on Capitol Hill. Mr Bush has for three months shunned foreign policy as he

has battled to counter both the perception that he cares more about other countries than his own and Patrick Buchanan's "America First" challenge for the Republican nomination.

He was almost shamed into yesterday's announcement by prominent critics led by former president Richard Nixon, who last month called US aid to the republics "pathetic".

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Ministers fall out, page 14

Spencer funeral

The eighth Earl Spencer was buried at the parish church of St Mary the Virgin in Great Brington, Northants. The Princess of Wales attached a card to a bouquet with the message "I miss you dreadfully darling daddy but will love you forever - Diana". The congregation included many estate workers.....Page 20

TV killer is jailed for life

Alfred Dryden was jailed for life for murdering a council officer supervising the demolition of his home. The shootings were seen by millions on television.....Page 3

Poll tax threat

Attempts by councils to collect more than £1 billion in community charge arrears were under threat again last night after the High Court agreed to hear a challenge to the way summonses are issued.....Page 2

Bad manners

Tax and social security offices were criticised by the parliamentary ombudsman for the "lameable" way they often dealt with the public, particularly pensioners and the disadvantaged.....Page 7

Leaders argue

Russian and Ukrainian defence ministers were at loggerheads over the destruction of former Soviet nuclear weapons. The disagreement erupted at the first meeting of defence ministers from Nato, Eastern Europe, the former Soviet republics and the Baltic states.....Page 14

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Employers seeking chief executives, managers and other senior staff are advertising appointments today on pages 6-17 in the Life & Times section.



Corporate citizens keep faith with charities

By Gillian Bowditch

BRITISH businesses may be feeling the chill winds of recession but they have not cut back on charitable donations, according to a survey yesterday. Britain's largest corporate donors increased their charitable giving by 1 per cent in real terms last year, representing a doubling of donations relative to profits.

The survey, in the magazine *Corporate Citizen*, says 14 of the top 100 companies increased their donations by over 100 per cent and 30 companies gave over £1 million between July 1990 and June last year. The largest donor to charity was Heron International. Gerald Ronson's group, which last week revealed it had called an emergency meeting with bankers to seek more time to repay its £1.2 billion debts.

Heron gave £4.8 million, jumping from tenth place in first place in the league table. It was followed by British Telecom, which gave £4.77 million, and British Petroleum, which donated £4.6 million. Many companies give on a covenanted basis for which they receive

tax relief and so their commitments are likely to hold while the recession continues, but there are fears that they may drop dramatically if profits come under pressure.

Corporate Citizen quotes Morton Creeger of Heron as saying: "You can't give what you haven't got. In your ranking you are looking at the peak position from the 1980s and sadly it doesn't reflect the reality of the 90s. Heron's unusual corporate structure with the three Ronson Foundations as major shareholders and beneficiaries, means our commitment can still be substantial and we will continue with our ongoing commitments but it can't be added to at the same rate over the next couple of years."

Donations from the top 100 companies were 1 per cent of profits in 1989/90. In 1990-1 this had doubled to 2 per cent. It is the first time in over a decade that the increase has been so significant, according to David Casson, the editor of the *Major Companies Guide*. Including the contribution from Heron, the rise in donations was 8 per cent.

Continued on page 20, col 8

TOP 25 CORPORATE GIVERS

1990/91	1989/90	Company	£ million
1	(10)	Heron International	4.80
2	(8)	British Telecom	4.77
3	(1)	British Petroleum	4.60
4	(7)	Glaxo	3.60
5	(4)	Marks & Spencer	3.35
6	(3)	TSB Group	3.35
7	(6)	Barings	3.24
8	(9)	ICI	2.80
9	(5)	BAT Industries	2.38
10	(11)	Barclays Bank	2.30
11	(17)	IBM UK	2.23
12	(13)	Allied Dunbar	2.20
13	(18)	Unilever	2.00
14	(15)	National Westminster Bank	1.91
15	(16)	British Gas	1.90
16	(49)	News International	1.82
17	(14)	Shell UK	1.74
18	(27)	Grand Metropolitan	1.74
19	(2)	Esso UK	1.59
20	(20)	Hanson	1.57
21	(12)	Seagram Holdings	1.48
22	(25)	Guinness	1.43
23	(45)	British Aerospace	1.37
24	(24)	J Sainsbury	1.30
25	(35)	SmithKline Beecham	1.19

Lord Havers dies

By Adam Fresco

LORD HAVERS, the former Attorney-General and Lord Chancellor, died at St Bartholomew's hospital in London yesterday after being taken ill in his office. He was 69.

The son and brother of High Court judges, Lord Havers became Attorney-General when the Conservatives came to power in 1979 and

moved to the Woolsack in 1987, but was there for only 134 days before retiring through ill health.

His actor son, Nigel, described him last night as "the most perfect father and grandfather anyone could ever wish for. He was my best friend and strongest ally. My mother and entire family will miss him tremendously."

JOHN MORTIMER



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Researchers seek test to lift concrete curse from house sales



Reseigh: left with a debt and a crumbling home

LENDERS and environment department officials will meet on Monday to try to resolve a problem blighting the property market in southwest England.

About 4,000 houses in Cornwall and parts of West Devon have been blacklisted by lenders who are refusing to offer loans on homes that might contain defective concrete until a reliable test to diagnose the problem is found.

Their action has blighted an already fragile housing market, as owners have been unable to sell their homes because potential buyers have been refused mortgages.

Graham Phillips, manager of General Accident Property

Services, in St Austell, Cornwall, said that the market had been seriously harmed because of the problem. "You can't sell a pre-1950s concrete house at the moment," he said.

"Surveyors are putting a halt on sales till a reliable test has been found to diagnose whether the house is built of defective concrete. The problem comes when we already have a property market overshadowed by deep recession."

Monday's meeting will discuss tests being developed by the Building Research Establishment to diagnose whether a building contains defective concrete. An indication of how seriously the government

The hopes of hundreds of West Country families are being wrecked because of mortgage lenders' fears about a locally-produced concrete, Rachel Kelly writes

views the problem is that the environment department is believed to have provided about £300,000 to fund the research to find a reliable test to decide whether a building is blighted by "mundic" concrete.

Charles Stimson, chairman of the Royal Institute of Chartered Surveyors steering committee investigating the issue, said: "Mundic concrete was manufactured mainly from a mining waste source which is available in abundance

throughout Cornwall, with its mine waste tips."

The material was mineral-rich, Mr Stimson said, adding: "It creates the instability within the concrete mix, which, when activated with moisture, breaks down the matrix of the material. The house literally crumbles."

Although fewer than 10 per cent of the houses are thought to be built of 'mundic' concrete and therefore to be in danger of collapse, the other 30 per cent of concrete houses

in the South-West are affected by the blight until a reliable test is found.

Existing tests were exposed as unreliable last December after a meeting between surveyors' institute and the main lenders. Lenders say that they cannot take any risks until the government comes up with a new and completely reliable test.

"Our committee are satisfied that the right procedure for testing is now in place, but further research is required to establish this more positively," Mr Stimson said.

David Coles, regional surveyor for the Abbey National and unofficial co-ordinator

for lenders worried about the mundic problem, said: "We are waiting with bated breath to see whether the new testing regimes are reliable."

Whatever the result of next week's meeting, Terry Reseigh's home has already been found to be suffering from mundic concrete, and it is crumbling.

When he bought his home in 1982 with a 100 per cent mortgage, it was worth £12,250. Now it is worthless and he has debts of £10,000.

"No estate agent will touch the house," Mr Reseigh said. He and his wife, Alice, and their children, Nicholas, Alice, Emma and Sarah, are being rehoused by Kerrier district council. It was the

council that discovered that the house contained mundic concrete when an official inspected it when the authority was deciding whether to give a grant for an extension.

Mr Reseigh said: "It's been a very arduous road." Legal action was being considered, he said.

Though Mr Reseigh and his family will be rehoused by the council, the problem remains that Mr Reseigh has a debt of £10,000 on his hands. Such has been the stress of the whole experience that Mr Reseigh is not working at the moment.

Mr Stimson hopes that owners will eventually be compensated under the 1980 Housing Defect Act.

Poll tax rebels launch new challenge

BY DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

ATTEMPTS by councils to collect more than £1 billion in community charge arrears were under threat again last night after the High Court agreed to hear a challenge to the way summonses are issued to defaulters.

Howard Leah, unemployed, of Cilgwyn, Dyfed, was given leave to challenge the practice adopted by magistrates' courts of accepting evidence that a summons had been posted as proof that the defaulter had received it.

Hugo Charlton, counsel for Mr Leah, told Mr Justice Phipps that if the challenge succeeded, 95 per cent of the 8.1 million liability orders granted since the poll tax was introduced two years ago could be invalidated.

The case is the second serious challenge to enforcement of the charge this year. In February, the High Court ruled that computerised poll tax records could not be evidence of non-payment, prompting a change in the law.

Home Office figures show that only 267,097 of the 11 million people so far summoned for non-payment turned up at court to defend themselves. The vast majority of orders were granted in the absence of the defaulter.

Although defaulters have to be brought before the court again before facing imprisonment for non-payment, the making of a liability order entitles a council to send in bailiffs and begin moves to attach earnings and benefits.

Mr Charlton, who represented some non-payers in the computer evidence case, said: "We say quite simply that the rules as they stand do not permit the magistrates to

proceed in the absence of the defendant.

"It is a principle of law that a person must have notice that a hearing is to take place and be given the chance to defend themselves. It cannot be right to go ahead in their absence without proof that they know the hearing is taking place."

Mr Leah says that he did not receive a summons to a hearing before Fishguard magistrates in February of last year at which Preseli Pembrokeshire district council obtained a liability order against him.

Local government lawyers were last night sceptical about the claimed impact of a ruling in Mr Leah's favour, arguing that by no means all orders granted in the absence of the defendant would be invalidated. "If the defendant wrote to the council telling them to get stuffed, he could hardly argue that he had not had the summons," one lawyer said.

"Nevertheless, an awful lot of people just pay up when the order arrives." Lawyers said that even if the challenge were upheld, councils would probably not have to repay money obtained under liability orders invalidated by the ruling. They would be entitled to keep payments "on account" while summonses were re-issued and valid orders obtained. However, lawyers said that if most summonses had to be reissued, chaos would result.

It would cost "millions of pounds, probably tens of millions, to reissue all these summonses nationally", one treasurer said.

Court officials said that a full hearing would probably take place within a month.



Locked in: the "stairway to heaven", a series of 21 locks where the Grand Union Canal descends 146 feet over two miles

Canal seeks to open gates to 100,000 visitors a year

By CRAIG SETON

A FLIGHT of 21 canal locks known as the "stairway to heaven" is to become the site of a project to create one of the biggest tourist attractions on the British Waterways network. Hatton Locks, on the Grand Union Canal near Warwick, attracts about 70,000 visitors a year, a fifth of whom arrive by boat to take their

vessels through the dramatic flight of lock gates that descend 146 feet in two miles. The site is one of the most important and historic on the 2,000-mile interconnecting system of navigable canals and rivers operated by British Waterways.

Plans will be submitted to Warwick district council this week for refurbishing buildings to create a restaurant, tearoom, craft shops and

workshops, a visitor centre and exhibition rooms. A canal basin would be enlarged to provide more mooring space for barges and the towpath along the length of the flight of locks would be improved.

The project is part of British Waterways' plans to develop a more commercial approach to its network. Tony Brock, waterway manager at Hatton Locks, said the

improvements were expected to increase the number of visitors to more than 100,000 a year. The first phase should be completed by summer 1993.

British Waterways is holding talks with local authorities and the Countryside Commission to encourage the use of the towpath alongside the Grand Union Canal as a footpath between London and Birmingham.

O&Y misses Tube deadline

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

THE troubled Docklands property developer Olympia & York failed to meet the deadline for a £40 million contribution towards the cost of the Jubilee Line extension between central and eastern London, London Underground said yesterday.

Plans to start work on the £1.3 billion project, intended to boost the regeneration of Docklands with an Underground line between Green Park and Stratford via the £4 billion Canary Wharf development on the Isle of Dogs, must be held in abeyance until long-term funding has been renegotiated.

Under the terms of the 1989 understanding between O & Y and Cecil Parkinson, the former transport secretary, O & Y undertook to pay £40 million towards the cost of the extension by the end March 1992, a further £60 million by March 1993, and the balance of £300 million on completion in 1996.

Doubts over O & Y's ability to honour its commitment

emerged last week when the company said that it was negotiating with its creditors over its debts, estimated to be more than \$20 billion.

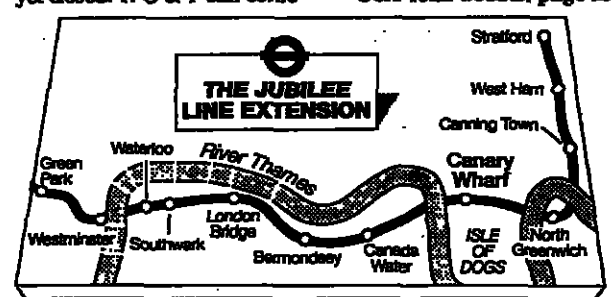
London Underground secured parliamentary approval to begin work on the new line in March. It cannot, however, begin work on the project without O & Y's contribution, which amounts to almost a third of the cost.

"O & Y have received the final draft of the agreement paving the way for the line, and we are awaiting a response," London Underground said. "The door is not yet closed. If O & Y can come

up with the money in the near future, it will still be possible to proceed."

If O & Y is unable to re-schedule its payments, the government may be compelled to step in and bridge the funding gap. The alternative would be to reduce the number of stations. British Rail's plans to upgrade the west coast mainline between London and Glasgow will be given top priority under a Labour government, John Prescott, Labour's transport spokesman, said yesterday.

O & Y lean doubts, page 21



Besieged company chief pledges to fight

As the onion war heats up in France, Peter Victor reports from Brest on one man's defiant stand

FRANCOIS Maze, the man at the front line in the onion war in Brittany, northern France, looked up defiantly from the handrails of Turkish shuttles he held yesterday and said that he was determined to keep his business going.

M Maze's packaging plant in Plouneour Trez near the Breton port of Roscoff is the final destination of Turkish onions shipped by the British transport company Davex of Lincolnshire, which has laid one of its lorries hijacked and burnt by militant local farmers and another driver shot at.

Threats, abuse, and demands that he cease taking delivery of the onions have been sprayed in graffiti on the sides of M Maze's home and out-buildings, as well as the packaging plant.

He takes the threats seriously after last week's hijacking incident in which a £2,000 consignment of onions was destroyed. M Maze, age 64, has hired three security guards, with attack dogs, to guard his premises.

The dispute with local farmers has hit him hard. The blockading and destruction of onions en route to his plant for packing has left him without work and paying extra bills for security.

"The guards cost 210 francs an hour [about £20] and they have been here three weeks now," he said. "Out of 50 lorry loads of onions we expected by now, we have received only a dozen."

He explained that the farmers were angry at being undercut. Even after growing, shipment from Turkey, and packing, the onions could be sold for eight francs a kilo (2.2lb). Local produce is sold for 16-18 francs.

The local co-operative has a stockpile of six to seven hundred tonnes of onions. Before we started bringing ours in, onions here were very expensive, and very bad quality. Turkish onions are more reasonably priced, and the quality is very good. The co-operative is indulging in protectionism."

The packing house normally employs 30 to 40 casual staff. Yesterday a handful of people worked under the protection of the guards.

If the costs to M Maze are high, the potential damage to the whole enterprise is massive. Another 50 shipments, worth about £1.6 million, await transportation and packing from Turkey.

Peter Davis, the managing director of Davex, which is behind the enterprise, backs M Maze. "We stand to lose around £2 million setting this up."

Last night, Mr Davis was due to meet Douglas Hurd, the foreign secretary, in a televised debate on the issue, where he intended to press for representation to the French government.

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Christian publisher may be boycotted

Senior authors are considering a boycott of Britain's leading Christian publisher in a dispute over a gay liturgy book (Ruth Gledhill writes).

The governing body of the Society for Promoting Christian Knowledge (SPCK) yesterday confirmed last month's decision by the publishing committee to cancel publication of the book, *Daring To Speak Love's Name*. The author, Elizabeth Stuart, yesterday threatened to sue for damages. About ten leading authors are understood to be considering boycotting SPCK.

The Archbishop of Canterbury, Dr George Carey, has told SPCK that the book ran counter to a recent statement by the House of Bishops on homosexuality. He said in a letter to Judith Longman, SPCK editorial director, it was regrettable that liturgies for people with Aids might appear in the same context as liturgies for people in same-sex relationships.

The Rev John Polkinghorne, SPCK vice-chairman, said yesterday neither the committee nor the governing body were "improperly influenced" by Dr Carey's letter. The decision was by "significant majority".

Hit 'adapted to gay lyrics'

Jason Donovan's hit song "Any dream will do" was adapted by gays to become "Any queen will do", a High Court libel jury was told yesterday. Ben Summers, who wrote the article at the centre of the star's action against *The Face* magazine, told the court that he had heard 4,000 people singing the alternative version at a gay pride festival.

However, Sheryl Garratt, editor of *The Face*, said she deleted references to the song. Mr Donovan is claiming the feature insinuated that he was a liar for maintaining he was heterosexual. *The Face's* publishers and the author deny libel.

The hearing continues today.

Drugs charges

Eight men appeared in court yesterday accused in connection with the seizure of cocaine, said by Customs and Excise officers to be worth £150 million. The eight appeared before Manchester's stipendiary magistrate charged with conspiring to import cocaine between January 1, 1991 and March 31. Seven of the men are from Liverpool, the eight from Ghana.

Health protest

About 500 people from the Western Isles are to make a 100-mile journey by land and sea to demand the return of acute surgery facilities at Dalhousie hospital on South Uist, which were suspended two years ago. The hospital serves several islands. The protesters have paid £6,000 to charter a ship to take them from the North Uist port of Lochmaddy to Stornoway on Lewis where they are expected to march on the health board headquarters.

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John Smith

sales

Through Mr. Mumford, the family was told that the council was not going to demolish the bungalow. Mr. Mumford said that the council was not going to demolish the bungalow. Mr. Mumford said that the council was not going to demolish the bungalow.

Christian publisher may be boycotted

Senior author of the book 'The Bible' has been told that the book may be boycotted. The book is a collection of stories and is being published by a Christian publisher. The publisher has been told that the book may be boycotted because it contains stories that are considered to be offensive.

Hit adapted to gay lyrics

A hit song has been adapted to gay lyrics. The song is a popular one and has been adapted to be more inclusive. The new lyrics are being used in a performance that is being held in a gay-friendly venue.

Drugs court

A new drugs court has been established. The court is designed to help people with drug problems. It provides a supportive environment where people can get help and advice. The court is run by judges who are experienced in dealing with drug-related cases.

Health plan

A new health plan has been introduced. The plan is designed to provide better coverage for people. It includes a range of services and is being offered to a large number of people. The plan is being well-received and is expected to be a success.

Jewels of Fantasy

A new book of jewels has been published. The book is a collection of beautiful stones and is being sold for a good price. It is a great gift for anyone who loves jewels. The book is being well-received and is expected to be a success.

Bungalow murder

Demolition dispute killer jailed for life

By PAUL WILKINSON

ALFRED Dryden, the former steelworker who shot dead a council official overseeing the demolition of his bungalow built without planning permission, was jailed for life by Newcastle crown court yesterday.

The killing was probably Britain's first real life TV murder as the incident was recorded by a BBC TV crew assigned to report the demolition for local bulletins at the end of an 18-month wrangle over planning permission.

Their video film of the shooting last June was a significant piece of evidence against Dryden, a single man aged 51, at his 13-day trial.

The jury took two hours to reject his claim of diminished responsibility and find him guilty of murdering Harry Collinson, aged 46, the chief planning officer of Derwent-side Council in Co Durham and a father of two young children. Dryden used an ille-

gally held 1924 .45 service revolver to shoot Mr Collinson three times, twice through the heart and once in the head, as bulldozers moved towards his bungalow at Bursfield near Consett, Co Durham.

He received a second life sentence after being convicted of the attempted murder of Michael Dunstan, the council's solicitor, and was jailed for seven years concurrently for wounding a TV reporter, Tony Belmont, and PC Stephen Campbell, who was on duty at the scene.

Dryden had denied all the charges, claiming he was mentally unbalanced at the time having become stressed by his long-running battle with the local authority over the bungalow that he had built using a £13,000 redundancy payment from the closure of the British Steel Consett works.

The council is to demolish

the bungalow later this month. Neil Johnson, chief executive, said yesterday: "It's still standing at the moment but it will be demolished. Nothing has changed: my instructions are quite clear: it must go."

Two psychiatrists called for the defence had said that Dryden was mentally unbalanced and had become obsessed with the planning dispute.

Sentencing him, Mrs Justice Ebsworth said: "The state of your mind on June 20 was abnormal, but not abnormal to the extent of diminishing your responsibility for what you did. Whilst the state of your mind remains as it was, that is disturbed and likely to react to the stresses with which you could not cope in this grotesque way, you are a dangerous man." The judge ordered the destruction of Dryden's firearms and ammunition, found by police after the shootings.

The incident was broadcast nationally within hours of the shooting. The video film showed Dryden, clad in work clothes, a baseball cap and sporting a bushy grey beard, pull his pistol from his holster and aim at the official.

After firing a fatal shot he sprayed bullets at the officials and assembled press before firing at Mr Collinson's body. He reloaded, fired indiscriminately once more and, fired the last shot into Mr Collinson's head.

Mr Johnson, Mr Collinson's boss, said that £20,000 had been raised for a memorial fund. It would go towards a nature reserve and the Harry Collinson Travel Scholarship, set up in memory of his concern about Third World environmental issues.



Home-made weapons: PC Steve Mumford with Dryden's arsenal of rocket launchers and shells

Unarmed tactic defended

TO MANY who met Dryden he was little more than a joke figure, scrawny dressed, with unkempt long hair and a grizzled grey beard. His behaviour veered to the eccentric, whether it was cruising around Consett in an ostentatious Cadillac, sparking fears of a murder by hurling a dummy from a bridge, or firing dozens of home-made rockets from a moorland launch pad.

Nobody took him seriously. Even the police regarded him as an amiable eccentric. In the end that proved to be a fatal miscalculation.

He had made threats of violence in defence of the ramshackle bungalow he was building. The tragic finale to his long confrontation with authority was seen by millions watching that evening's television news. A camera crew on hand to record the demolition had continued filming even as they dodged the bullets.

Senior police officers have defended having only three, unarmed officers on duty as the demolition squad moved in. An armed response unit,

To the police, Dryden was no more than an amiable eccentric, Peter Davenport reports

one of two within the county created after the Hungerford shooting, was kept on standby as a precaution at a police station five miles away.

That decision has been criticised by Mr Collinson's brother Roy, a local farmer. "What good were they there? They were too far away to be effective when they were needed. I want to know why armed police weren't at my brother's side to protect him."

Eddie Marchant, Co Durham's assistant police constable, insists that police had no reason to suspect there would be a shooting. He said they had no prior knowledge Dryden was armed and that it

Council officer paid price for being fair

By DOUGLAS BROOM

HARRY Collinson paid the ultimate price for being scrupulously fair to the man who killed him, colleagues said yesterday.

Eleven days before the shooting, councillors considered secretly demolishing the bungalow at night while Dryden was asleep at his home five miles away. Mr Collinson, however, did not want the council to be seen to be taking an underhand course and dissuaded them.

Neil Johnson, chief executive of Derwent-side council, said: "Harry was scrupulous to a fault in the way he handled this case. Our involve-

ment with Mr Dryden dated back 11 years and Harry acted fairly throughout." Although he did not have to oversee the demolition, he decided to because he felt it was unfair to ask a subordinate to take on such a difficult job.

Anthony Slack, vice-president of the District Planning Officers' Society, of which Mr Collinson was a member, said: "In spite of this terrible tragedy the planning law still has to be enforced and we must not allow violence or the threat of violence to deter us from enforcing the law on behalf of the community."

Mr Marchant added: "Despite that incident the police viewed Dryden as an amiable eccentric, principally because of his highly publicised refusal to obey planning regulations. He was quite friendly with most of our young officers."

Prison for PC attack on black motorist

By MICHAEL HORSNELL

A POLICEMAN who repeatedly stamped on the head of an innocent black motorist and then tried to cover up the attack was jailed for 30 months yesterday.

PC Alec Mason, aged 28, nicknamed "King of the Bear", was told by the judge at the Central Criminal Court after his conviction for assault and perverting the course of justice that he had used unforgivable violence and brought great discredit upon the police.

The attack on Harold Benn, aged 27, an amateur boxer, was confirmed only after special constables, sickened by Mason's behaviour, reported him. Mr Benn was breath tested early on January 6, 1990, after he was stopped for speeding in his Volvo estate car in Tooting, southwest London. Although the test proved negative, officers arrested him on suspicion of driving a stolen car.

Mr Benn angrily protested and up to 20 officers, called in to assist, surrounded him and bundled him face down into the back of a police van where Mason stamped at least three times on his head with the heel of his shoe.

Mr Benn said he was told during the assault: "You black bastard, this will teach you to mess about with the police." The stamping caused his face to swell and when he was brought to



Mason, left, condemned in court for inexcusable conduct, and Mr Benn, his innocent victim

Tooting police station the officer in charge sent for the police doctor.

Mr Benn was later released after he was found to be the legal owner of the car and immediately lodged a complaint. He asked a friend to photograph his injuries and organised an inde-

pendent examination of his face and body by two doctors.

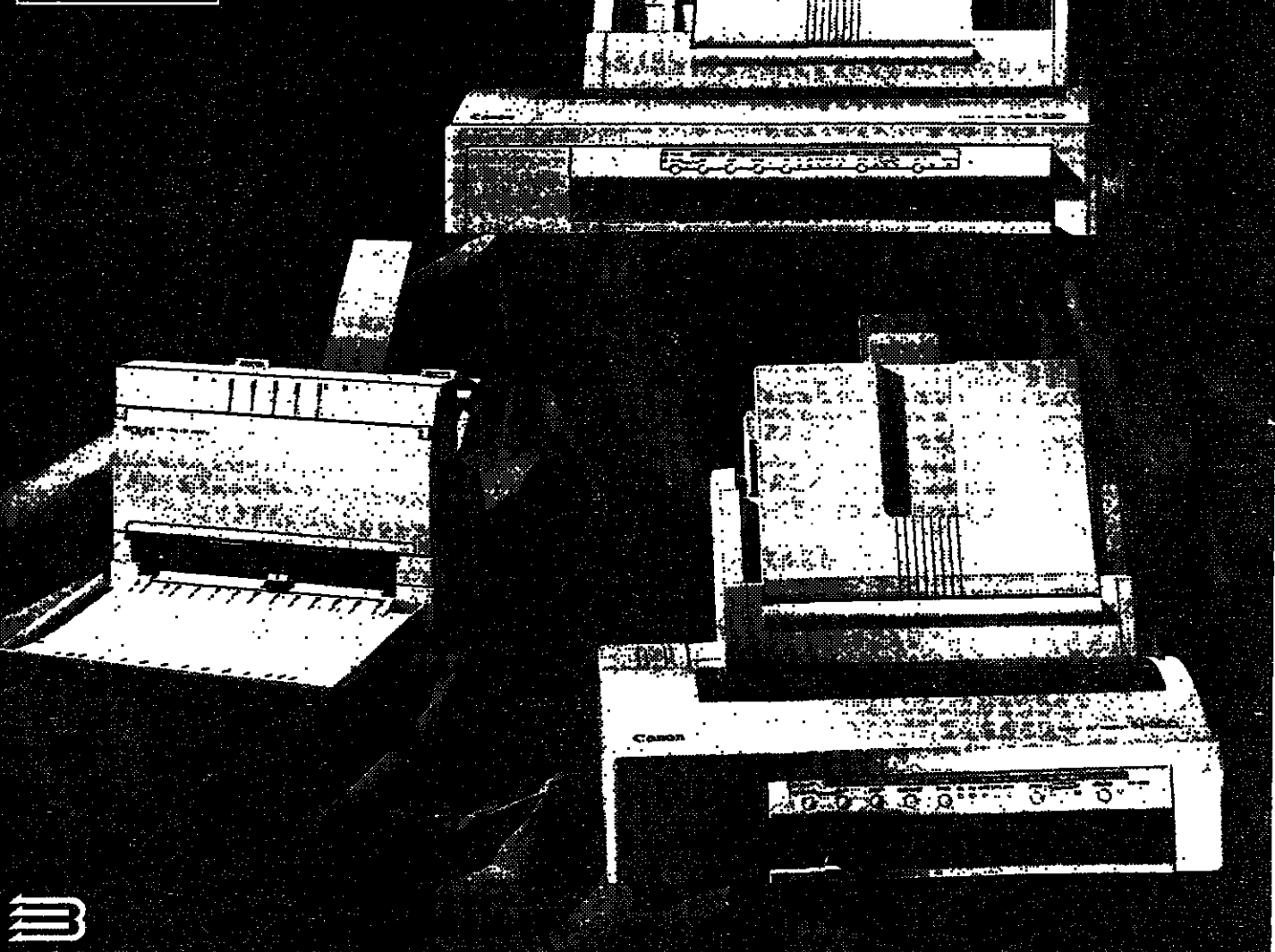
The Recorder of London, Judge Verney, told Mason: "The offences were particularly disgraceful in the case of a serving police officer. It was inexcusable conduct. The suggestion was that this

would remind the victim to show respect for the police whereas nothing could be more calculated to ensure disrespect. Reference to his colour can only lead to a deterioration in relations between police and community."

Commander John

O'Connor, of south-west London police division, said that the convictions had brought discredit on the force. "But I would point out that police officers themselves were instrumental in providing corroborative evidence which has led to these convictions," he added.

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TV-am gives Frost 200% rise

By MELINDA WITTSTOCK, MEDIA CORRESPONDENT

DAVID Frost, the TV-am presenter, last year became Britain's highest paid broadcaster with a 200 per cent increase for his Sunday morning political interviews.

TV-am, which lost its licence in last October's ITV franchise auction, disclosed in its annual report yesterday that Mr Frost's salary rose from £127,000 in 1990 to £369,000 last year.

Mr Frost's rise compares with an average 9.3 per cent increase last year among directors of companies with turnover over £500 million and an average 8 per cent rise across the whole economy, according to the British Institute of Management.

The increase gives Mr Frost £8,500 for each 90-

minute Frost on Sunday programme. He is paid six times more than the prime minister and 12 times as much as the backbench MPs who appear on his show.

Mr Frost, who also presents programmes for Yorkshire TV, PBS Television in the US and BSkyB, beats other top earners including Michael Aspel, Terry Wogan and Cilla Black who have salaries of between £350,000 and £350,000. The TV-am chairman, Bruce Gynell, earns £280,000 a year.

Yesterday TV-am, which on Tuesday announced profits halved to £12.5 million, said Mr Frost had received a big rise because he had done more programmes. For half

of 1990, Mr Frost shared proceeds with his former co-presenter Anne Diamond. So far this year Mr Frost has earned £110,500 from TV-am.

Westcountry Television, awarded the franchise for southwest England, announced yesterday that it had finally won the right to broadcast after a court battle with its unsuccessful rival.

The company was awarded the ten-year licence last October by the Independent Television Commission, which preferred its £7.8 million bid to the £16.1 million offered by the present licence-holders Television South West. TSW had contested the decision in three separate hearings.

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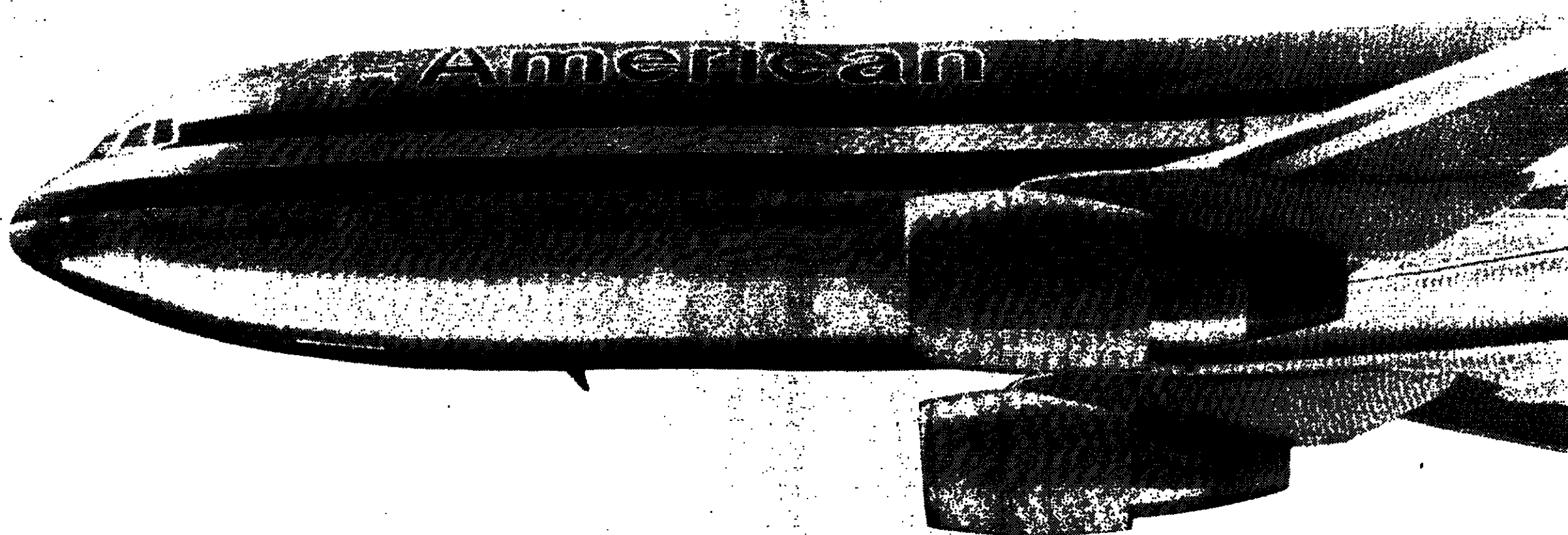
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John Henshaw

Albert Henshaw
with a circle of

Women jail staff 'suffer harassment'

BY RICHARD FORD, HOME CORRESPONDENT

WOMEN prison officers at a top-security jail have suffered sexual harassment from male colleagues including the placing of pornography in the women's lavatories, it is alleged in a report published today.

Lavatories used by women officers at Frankland jail, near Durham, had also been deliberately soiled, although the report into conditions at the prison does not make clear whether male officers or inmates were responsible.

The allegations concern the treatment of 18 women staff at the prison, which opened nine years ago to house 432

inmates. Judge Tumim, the chief inspector of prisons, says in his report: "All representatives spoke of difficulties experienced by female members of staff at Frankland, many of them covert or insidious, and all regretted the attitudes of a minority of male colleagues."

"There had even, it was said, been deliberate soiling of lavatories set aside in the wings for the use of female prison officers, and pornographic literature had been left in them by male officers."

Judge Tumim's report says that management at the jail were surprised and horrified at allegations that male officers were guilty of such activity. It also says that some male officers had said that women officers should not be employed in top-security prisons.

The Home Office said last night that the governor had investigated the allegations, and had discovered there had been an isolated incident.

Judge Tumim's report also criticises the prison service's management of inmates with serious records of disruption. It says that in Frankland there was a small, influential group of prisoners with experience of serious prison disorders. They had usurped the authority of staff and other prisoners were forced to live, "sometimes in terror, alongside powerful, influential bullies."

The report says the implementation of plans outlined in 1984 to create small units to house disruptive prisoners is overdue. Last night the Home Office said that there were three units housing 26 to 30 prisoners considered to be persistently disruptive.

According to the report, tension between inmates and staff at Frankland has been abnormally high for some time. It says that officers and governors feel that the jail has been used as a dumping ground for fixed-sentence prisoners and for lifers. Twenty per cent of prisoners are estimated to have been in trouble at other jails and tension had caused increasing sickness among staff.

Many prisoners, the report says, are far from home and seem to be sent to Frankland to encourage better behaviour, rewarded ultimately with a transfer to a prison nearer home. "The practice of locating inmates in prisons far from their homes lead to bitterness and extremes of behaviour which ultimately force the authorities to concede to other prisons."

Poor deal for foster parents

BY JEREMY LAURANCE, SOCIAL SERVICES CORRESPONDENT

PLACING a child in foster care costs less than keeping a dog in kennels and foster parents are subsidising the community out of their own pockets, according to new research.

Minimum allowances paid to foster parents as recommended by the National Foster Care Association range from £43.35 for a child up to four, to £65 for 13 to 15-year-olds. Two thirds of authorities pay below the minimum. Kennel fees range from £35 to £70 a week, according to the RSPCA.

Foster parents are not officially paid for the work they do but the allowance is intended to cover the cost of food, clothing and other essentials for the child. Because it is calculated from the average spending of all households, including low spending pensioners and childless couples, the allowance is as much as £15 below the true cost, according to the study by the Centre for Health Economics in York.

Paul Kind, author of the report and himself a foster parent, said that levels of spending on foster care varied hugely, ranging from £23 a head in Kirkcaldy, West Yorkshire, to £228 a head in Westminster. It was hard to see how some funding could be adequate. "Some local authorities are spending less than half what central government says they should spend on child care," he said.

Caring for Children - Counting the Costs (Centre for Health Economics, York University, York, YO1 5DD, 54)

HM Prison Frankland. Report by HM Chief Inspector of Prisons. (Home Office: £1.50)

'First' holiday camp for sale

MORE than a decade before Billy Butlin opened his first holiday camp at Skegness, Albert Henshaw began attracting adventurous holidaymakers to a circle of caravans and chalets on a nearby Lincolnshire beach called Trusville.

Sixty-eight years later the site - claiming to be the first holiday camp in Britain and still in the same family - is up for sale.

Some of the original chalets still stand and a gymnasium, swimming pool, roller rink and nine-hole crazy golf course have been added. Albert Henshaw's son, Leslie, has nobody to hand the business on to and hopes to get about £500,000 for the site which, he says, is free of "yobboes" and has never acquired a "hi-de-hi" image.

"When Pop opened Trusville only the rich could afford to go on holiday," he said yesterday. "Some even

A chalet centre that shuns the hi-de-hi image is in search of a new owner, writes Harvey Elliott

came in cars, but all that was available to them were hotels or boarding houses with dictatorial landladies who kicked them out after breakfast and imposed draconian rules.

"He was very far-sighted and bought the land around the village of Trusshope and turned it into Britain's first holiday camp with a circle of 20 caravans."

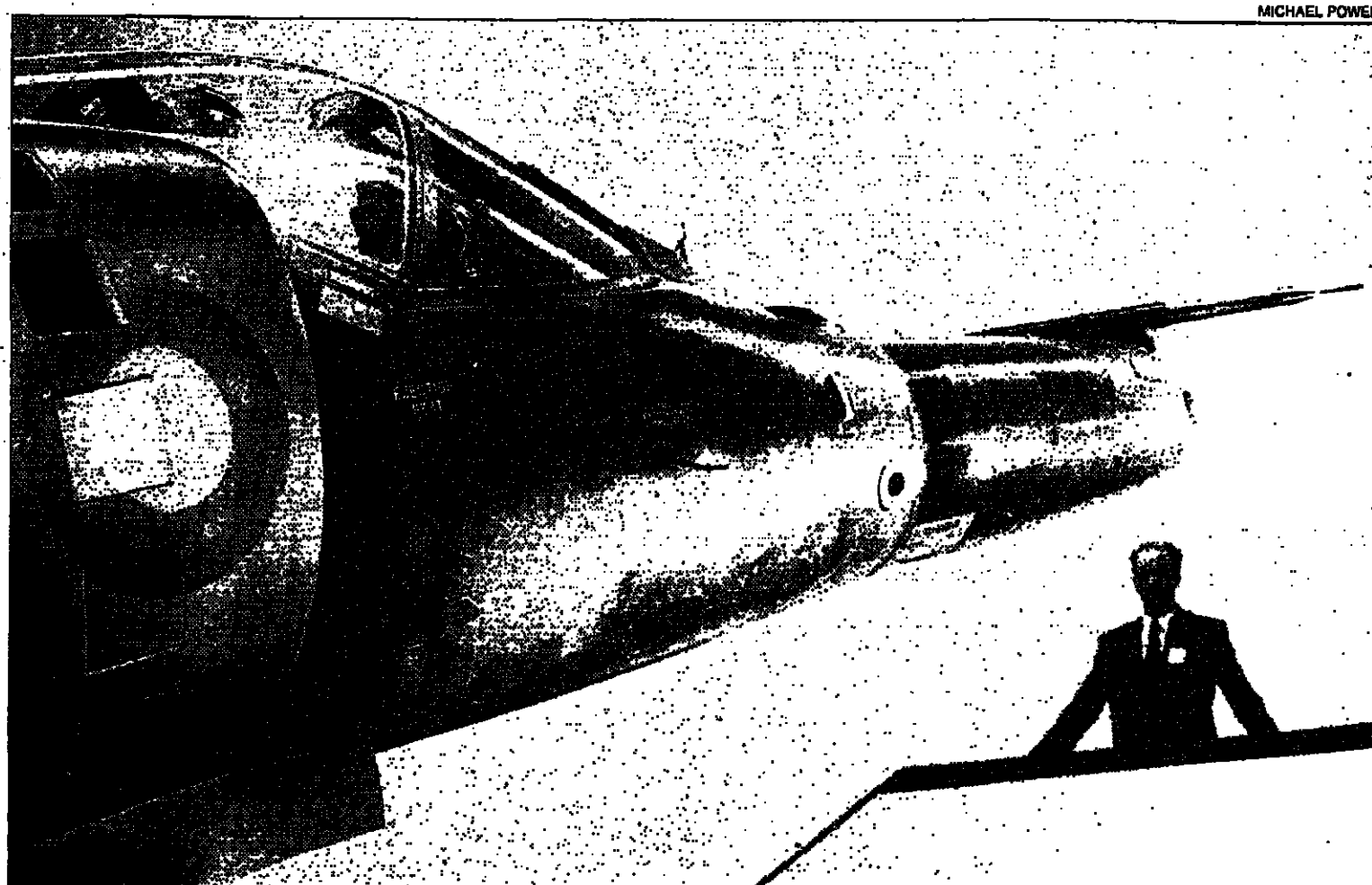
Local landladies were horrified at this threat to business and persuaded the local council to ban caravans from the site. Albert responded by building chalets and the business went on to develop among aficionados from the north Midlands. The 25-acre site now boasts 105 chalets and flats and 85 caravans and can accommodate more than 1,000 people.

Leslie Henshaw, who is 72 and has cancer, said: "Billy Butlin was a showman and had the flair to grow from nothing into what the organisation is today. We did not aim for such heights but developed a very loyal clientele and many of our guests today are the grandchildren of those who came 60 years ago."

Trusville will be auctioned in Louth on April 28. A buyer already in the business would be preferred.



Albert Henshaw: began with a circle of caravans



Reunited: Squadron Leader Nick Gilchrist views the Harrier jump jet that he flew in the Falklands war and which is now the centre-

piece of the Imperial War Museum's Task Force South exhibition opening today to mark the tenth anniversary of the conflict. Mrs

Thatcher has lent a "much loved" painting of the landing at San Carlos Bay. Sir Rex Hunt, former Falkland Islands governor, has

lent two bullet-riddled beer mugs from Government House.

A very British cover-up, page 16

Asian man 'thrown at Tube train'

A MAN flung off a London Underground platform by racist attackers bounced off a train and back to the platform, a court was told yesterday.

Jayram Patel, aged 29, struck his head on the front of the train, the Central Criminal Court was told. "My head really hurt and I felt very dizzy," Mr Patel said.

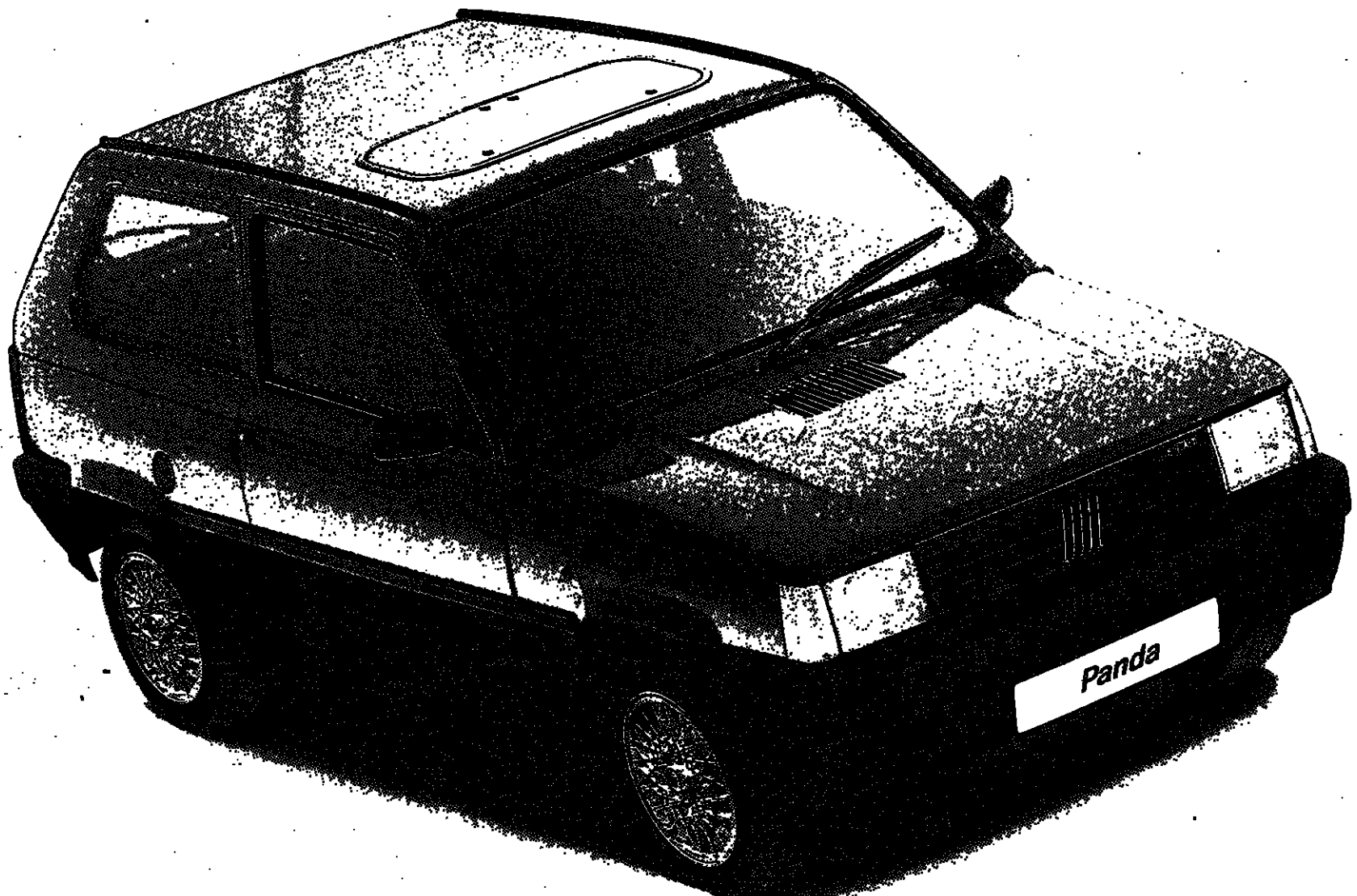
Mr Patel, a baker of Forest Gate, east London, was giving evidence at the trial of John Askins, aged 23, of Rotherhithe, southeast London, and Nicholas Monkhouse, aged 20, of Blackheath, southeast London, who deny attempted murder, assault causing grievous bodily harm, wounding with intent and affray. It is alleged that they hurled abuse at Mr Patel and four other Asians at Surrey Quays station.

Mr Patel said that he had been stabbed on the shoulder with a bottle and had been dragged to the edge of the platform and thrown off it.

Aftab Jafferjee, for the prosecution, said: "If the train had been two seconds later, Mr Patel would have landed on the tracks."

The trial continues today.

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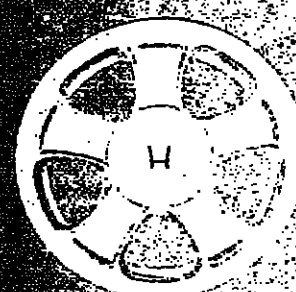
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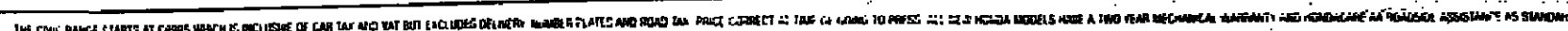
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Ombudsman's report

Tax and DSS staff give poor service

By TONY DAWE

LOCAL tax and social security offices were criticised by the parliamentary ombudsman yesterday for the "lamentable" way they often dealt with the public, particularly pensioners and the disadvantaged.

Presenting his annual report, William Reid, the Parliamentary Commissioner for Administration, said that the handling of people seeking unemployment and social security benefits and of pensioners with tax problems had caused him the "greatest distress". He criticised government departments for taking too long to consider complaints and to act on his findings.

Mr Reid's report, the 25th by a parliamentary ombudsman, showed a sharp increase, to 801, in the number of complaints referred to him last year by MPs. It confirms the trend reported in *The Times* earlier this week of increasing complaints about public services and bodies.

The ombudsman found complaints fully or partly justified in all but 18 of the 183 investigations completed last year. Twenty-eight per cent of the complaints concerned the Department of Social Security and 16 per cent the Inland Revenue. Mr Reid told *The Times* that the two departments had "far more transactions with the public of an emotive nature" than other government ministries and that their standards generally were quite high.

However, he added: "Unsophisticated people down on their luck who have been trying to get a payment introduced for their type of case are often dealt with in a shoddy fashion by local offices which are apathetic and do not seem to care about urgent."

Staff might be working in poor conditions and harassed by the public but they are there to offer a service and when they do not I get very distressed."

Cases highlighted in the report included: ● A man who gave up work temporarily to look after his terminally ill wife and was refused a home responsibility protection grant to safeguard his pension. The ombudsman said that it took six years to resolve the claim and criticised the social security department for "very poor service".

● Delays of up to seven months in dealing with appeals from people on low incomes who had been refused family credit.

● Refusals by social security offices to backdate attendance allowances which had not been paid to people looking after sick relatives because of administrative errors.

The report criticised the Inland Revenue for its handling of pensioners' complaints, for mistaking one taxpayer for a man who was bankrupt and for an "outrageous" case involving inheritance tax. "Doing damn all is often at the root of a complaint," Mr Reid said. "I often discover that a file has been lost, that officials have not known what to do and there has been inadequate supervision of poorly trained staff."

He criticised the Home Office for building on an ancient monument in Dover without consulting English Heritage or the environment department, and the Welsh Office, which had refused to accept his findings in a building grant case but, later, offered compensation to the house owner.



Horseplay: police escorting a pantomime horse yesterday for the launch of a Children's Society appeal

April foolery keeps public guessing

PROOF that you can fool not only some of the people, but rather a lot of them, a good deal of the time came yesterday as the public responded to the now traditional April Fool's day stories in the media.

Radio 4's *Today* and *Woman's Hour* suggested that there was a generic link between laughing and nagging, and BBC Radio Solent switchboard was flooded by callers taken in by a broadcast claiming that the Isle of Wight was being claimed by the French because of an ancient pipe linking the island with France.

One cruel April fool joke had a happy ending for Mary Byrne of Highgate, Birmingham. She received a letter on British Airways notepaper telling her to pick up free tickets yesterday at Birmingham airport for a holiday in Florida. When she rang to confirm her competition "prize" BA staff told her she had been hoaxed. To make up for her disappointment, she was presented with two free tickets for Barcelona.

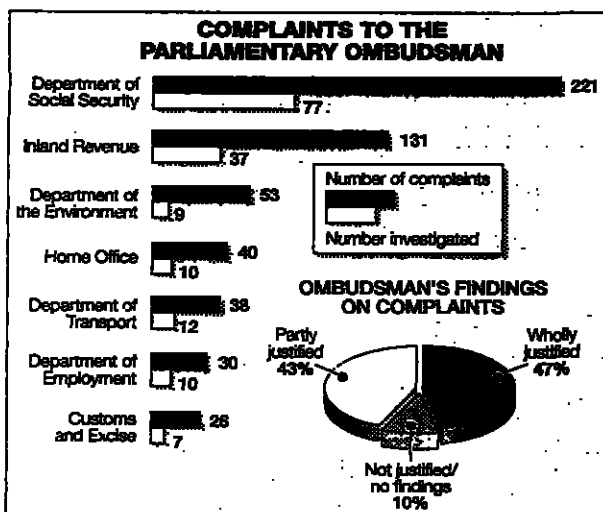
An announcement in the *Grantham Trader* newspaper that a £150,000 statue of Margaret Thatcher was to be erected in her home town of Grantham resulted in a flood of angry calls to South Kesteven district council.

A flood of fanciful tales confounded the gullible yesterday, reports David Young

The council has made an official complaint to the newspaper, claiming that the spoof was a waste of time and public money.

Readers of *The Times* who did not get to the final line in our third leader, which discussed negotiations over proposals to dismantle the Belgian state, may still be under the impression that what many may feel is a sound idea is about to happen.

● Russia, not noted for levity, saw a rash of jokes. Moscow papers reported on gay rights activists crossing the Atlantic co-cooned in inflated condoms. *Moskovskaya Pravda* announced the city council was building a second metro system "in the interests of competition".



Aberdour creditors seek assets

A legal dispute began yesterday over the luxury cars, furniture and jewellery bought by Rosemary Aberdour who was jailed for four years last week for deception, forgery and stealing over £2 million from a charity.

The Official Receiver told creditors meeting in London yesterday that most assets were held by police and it was difficult to put a value on them. Claims to assets frozen after Aberdour's arrest are being made by her employer, the National Hospital Development Foundation, Abbey National, Barclays bank, American Express and others.

Solicitor jailed

Dawn Colebrook, aged 41, a solicitor, was jailed for two years for stealing more than £162,000 from clients. Colebrook, whose practice was in her maiden name of D.V.M. Bala, in Newport, Gwent, ran up debts of £1.2 million on a luxury life style, Cardiff crown court was told. She has been struck off by the Law Society.

Rail accident

A driver escaped from his car seconds before it was struck by an express train at Hatfield Peveral, Essex, after he had careered off the road, mounted an embankment, crashed through a fence and fallen 15ft onto the line. Nobody was hurt but the car was like a little crumpled ball, police said.

Royal train

The Duke of Edinburgh is to travel on the Paignton to Kingswear steam railway when he attends the passing out parade at Britannia Royal Naval College in Dartmouth, Devon, next week.

Time flies in London clubland

By SARAH JANE CHECKLAND
SALEROOM CORRESPONDENT

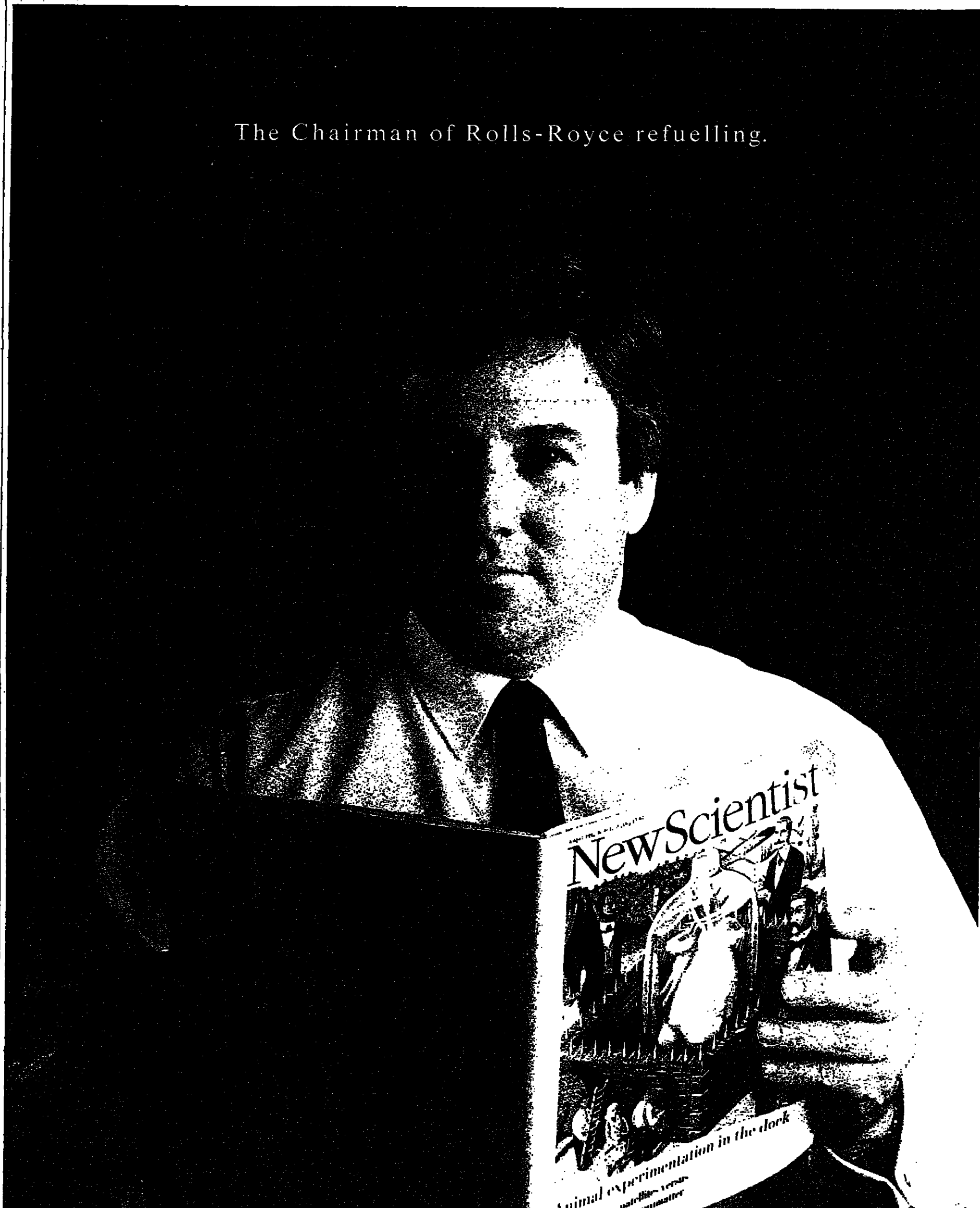
THIEVES have stolen valuable clocks from at least ten London clubs in the past three months. Police believe that the thefts happen in the early hours and are connected. The thefts come after a spate of about 35 burglaries from London galleries two years ago.

Most of the stolen clocks are small and portable, such as a £3,000 mahogany carriage clock lifted from Brooks's in St James's, and a carriage clock from a first floor room at the Carlton Club, also in St James's. But the list includes an 8ft grandfather clock by Joshua Savage of London from the Arts Club in Dover Street. All three clocks were stolen in February.

The great bastion of female clubland, the University Women's Club in Audley Square, had a £1,000 clock stolen from the dining room. Now the thieves appear to be widening their field of operations. On March 11 a £8,400 George III bracket clock by Edward Whittingham was stolen from the head office of Grand Metropolitan in Hanover Square.

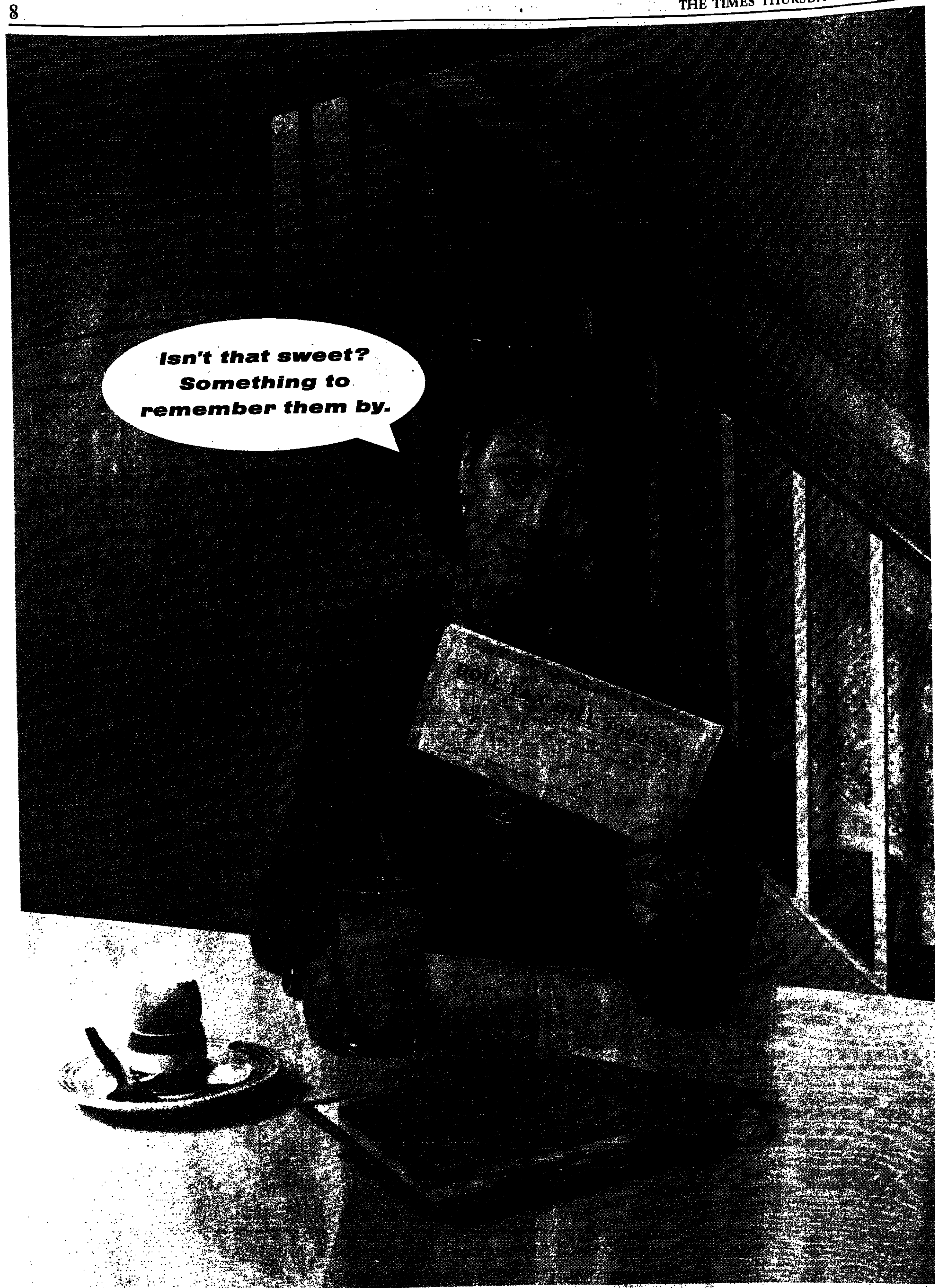
Club secretaries were reluctant to discuss the matter yesterday. "Obviously there is a clock thief going around Pall Mall and St James's but we don't want to draw attention to it while the police investigation is going on," Michael Roberts, at Brooks's, said.

One of the Arts Club clocks has been recovered at an art fair in Nottingham after the dealer who bought it responded to a £1,500 reward offered in an advertisement in *Trace*, the art theft magazine.



MR PETER WARD finds New Scientist an invaluable business tool. Each week it provides essential information on scientific and technological developments. Like many leading business figures he uses it to help with plans and decisions for the future. Shouldn't you be using it too?

NEW CHALLENGES - NEW DEVELOPMENTS - NEW SCIENTIST.



Isn't that sweet?
Something to
remember them by.

The Poll Tax is being scrapped, but its legacy will be with us for years.

Not only is it an unjust tax, but billions of pounds have been wasted trying to make it work.

Billions which could have been spent by councils on education, housing, transport and social services.

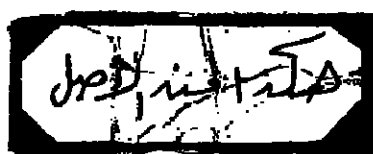
Now the Government plans to replace the Poll Tax with the Council Tax.

Another tax designed to put the squeeze on councils and prevent them from providing better local services.

So it isn't just the Poll Tax which has to go. It's the attitudes behind it.

You can choose a better future. Make sure you do.

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On other pages

Leading article... 17
City hopes... 23

ELECTION 92

THURSDAY APRIL 2 1992

Scots can look forward to leading role in a Labour cabinet

IF NEIL Kinnock forms a government after April 9, a quarter of his ministers are likely to come from Scotland. Labour has been able not only to maintain its electoral position there when it was in retreat in England but also to attract candidates of talent.

Labour remained in the political mainstream in Scotland when the party in England was often seen as extremist and hard left. Bannister and Militant had an impact in Scotland but only on the fringes. Who could question the respectability of John Smith and Donald Dewar? The Social Democrats had odd moments north of the border, notably the victory by Roy Jenkins in the Hillhead by-election ten years ago. But Labour did not split.

Several theories exist for why Labour's vote held up in

1983 and 1987. The big public sector and high proportion of council houses are only a partial explanation since Labour performed better than indicated on social and class grounds. Suburban seats went Labour in Edinburgh and Glasgow, which in England would have been solidly Tory. Scotland has a distinct political identity although it is too simple to say it has retained collectivist welfare values since there has also been an entrepreneurial flowering. But Thatcherism, or at any rate Margaret Thatcher, did not strike the chord she did in the South.

By maintaining its electoral position, Labour has retained high quality people. By contrast, the Tories have lost their way in Scotland not only because of their electoral failures but also because many of their ambitious candidates

RIDDELL ON THE ELECTION

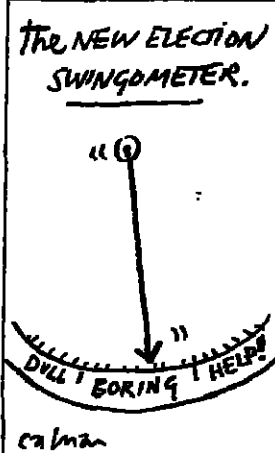
and former MPs have gone South to find seats.

Talking to leading Labour candidates in Scotland earlier this week, I was struck not only by the quality of many but also how they were at ease with the prospect of power. There was little of the insecurity that is noticeable in English Labour candidates.

Mr Smith, the great success of the campaign so far, Robin Cook, Gordon Brown and Mr Dewar will be important in any Labour cabinet. Martin O'Neill, now defence spokesman, will presumably have a senior role. Scotland will also supply several promising middle-rank ministers, notably George Robertson,

who should rise rapidly in government; and, among the 1987 entrants, Alistair Darling, Sam Galbraith and Henry McLeish. But, for most of the postwar era, the only Scot in a Labour cabinet was often the Scottish secretary. Scottish influence is likely to be the greatest since the pre-1914 Liberal cabinet.

In England, however, some of the ablest MPs and candidates left to join the SDP, or dropped out of politics entirely after the election defeats of 1979, 1983 and 1987. Faced by failure, they pursued their careers. As Labour was forced back into its northern and inner-city heartlands, a higher proportion of candidates and MPs were drawn from union officials and local councillors. The main lasting impact of reselection, and the 1983 boundary changes, was not to push the party left



wards, but to increase the number of worthy, unexciting locally based candidates (although there is no shortage of second-rate party hacks among Labour members in and around Glasgow). The talented London-based can-

didates who dominated past Labour governments have disappeared.

The return of Labour nationally to the mainstream has meant a higher quality of Labour candidates in this election — not so much where sitting MPs have retired, but in the marginal seats that the party now looks like winning. The Labour candidates likely to be elected in a week's time are of higher quality than the 1983 and 1978 intakes in England.

If the national Labour party has become more like the Scottish party, there are dangers also. So far, Labour has been able both to present a respectable face as the party of the establishment and to lead the attack on the Tories for their record at Westminster. Contrary to the impression in London that the election north of the border is

all about devolution, Labour leaders have emphasised health, education and job prospects and presented the constitutional question, fifth or sixth in voters' priorities, as the prism through which these matters are reflected. Only by setting up a parliament in Edinburgh, the party argues, can Scots have control over these decisions.

But Labour has to deliver since Scottish politics is a competitive market. The party has managed to squeeze the Liberal Democrats (at least outside their Highland and Borders strongholds) who have been offering a similar pro-devolutionist message. But Labour faces a challenge from the Scottish nationalists among younger working class people. That is matched by the circulation war between the pro-Labour *Daily Record* and the stri-

dently pro-nationalist *Sun* (although only in its Scottish edition).

An outright Tory victory (admittedly now a diminishing possibility) would increase pressure for more direct protest, initially based on the constitutional convention. And some Labour supporters could join the SNP. Even in power Labour would have to resolve the constitutional question quickly or face a renewed challenge from the SNP and the Liberal Democrats, and possibly also the Tories if they can work out a coherent strategy.

Labour's continued success in Scotland is one of the main reasons why the party nationally held together after 1983. Scottish respectability has travelled South. In government also, the Scottish influence could be central to the party's success.

Labour focuses on rising poverty

Confident Kinnock trains his fire on homelessness

By JILL SHERMAN, POLITICAL CORRESPONDENT

NEIL Kinnock last night called on the British people to vote for a government that would pull the country together and stop the Conservatives pulling it apart.

In an impassioned speech to 10,000 party supporters gathered in the Sheffield Arena, Mr Kinnock claimed that 13 years of Tory rule had led to greater poverty, more homelessness, higher unemployment and a two-tier system of health and education.

Amid the razzmatazz of pop videos, laser beams, pipe bands and live appearances from pop artists and opera singers, Mr Kinnock introduced a more sober element. Labour would govern as it had campaigned, he said, "strongly, positively and looking to the future." The Tories in contrast were a spent force with no vitality and rapidly losing their integrity, he claimed.

Earlier Mr Kinnock had been shown on video arriving in his helicopter in Sheffield and driving to the Arena for

an event billed as the biggest political rally in Britain since the second world war.

In 13 years the Tories had shrunk the economy, lowered investment, brought mass unemployment and taken Britain to the bottom of the league of industrial countries, Mr Kinnock alleged. "Now is the time for the country to pull together for pensioners, for youngsters." Now was the time to fight the cost and waste of unemployment and to make the country safe, clean and more secure. "Now is the time to make our country stronger and more successful. Now is the time for Labour."

Confident that he would be in No 10 by the end of next week, Mr Kinnock devoted large sections of his speech to education and introduced two new themes, poverty and homelessness. He pointed out that over the Tory years the poorest ten per cent had seen their annual disposable income fall by six per cent, while the top one per cent had

increased its disposable income by 72 per cent. He accused the Tories of being afraid to face up to this fact because of their guilt rather than their failure. "One of the most inhuman features of this government is that they feel no sense of failure even when all of the shabby evidence is all around them."

The Labour leader, buoyed by Tuesday night's polls, rounded on the Conservatives' plans for education which, he said, would result in 25,000 schools opting out of local authority control. "25,000 schools with no co-operation between them, no framework for sharing costs, sharing expertise, providing training and support to raise standards. It will be an education bazaar," he said. "It does not occur to those Tories gripped with market mania that if shattering the system into 25,000 fragments was such a good idea then why was it not done in other countries?" He went on to claim that the Tories had a genius for destructive experimentation with little regard for children, parents or teachers.

Mr Kinnock then turned his attack on John Major's vision of a classless society. He reminded the party faithful of the government's social security policies which had left 16- and 17-year-olds destitute, and of a health system where one had to buy one's way off waiting lists. Under the Tories crime rates had doubled, repossessions had shot up, classrooms had become overcrowded and many more people had become unemployed. "All the claims of classlessness, all the pious protestations — the promises have been empty, glib, soothing, slippery — what my mother used to call 'soft soap'."

Mr Kinnock was joined at the Arena by his wife



Plethora of premiers: photographers donned John Major masks as the prime minister arrived at Thornbury, near Bath, on April 1

Tories sharpen attack in face of poll slump

Major woos the floating voter

By ROBIN OAKLEY, POLITICAL EDITOR

JOHN Major last night appealed to Britain's floating voters to join the Conservatives in building a "classless Britain in which everyone has their fair share."

With the Conservatives struggling on the eve of the final week of campaigning to avoid a slide in the polls, the prime minister used a rally at Shepton Mallet in the West Country to set out the vision of his "open-door society" and to insist that Labour could not be trusted to run the country and would wreck the prospects of recovery. He also sought to counter the "time for a change" argument by reminding voters that his was "the new generation in the Conservative party, the youngest cabinet this century".

Constantly repeating the call to "come and join us" Mr Major held out as his aims a Britain of stable prices freed of the scourge of inflation, a "levelled up" society offering freedom of opportunity and a country "where every citizen

has the freedom to keep the wealth they have built from a lifetime's work".

He said that socialism always took freedom away, and that Labour had not changed. "Let no one think for a moment that socialism has lost its ambition to change people's lives. They still want people to pay up for the privilege of being told what to do. That is the badge of socialism."

He recalled how Labour had opposed Tory efforts to change Britain for the better, including the 8p off income tax, the right to buy council houses, the privatisation of state industries, and the introduction of trade union reforms. The Tories, he said, believed in personal ownership in a way that no other party did.

"Let no one out there who gained in the 1980s ever forget it. Four million new home owners, four and a half million young people with personal pensions, six million

shareholders in the state companies we sold to the people. I want each of you. Stop, listen and think. Look at your children and ask yourself this. Dare you trust your home, your pension, your savings, your shares, your future to the very Labour people who fought to stop you having them at all?"

Against the background of tumbling markets, the prime minister said that "a Labour government would stop in its tracks the one thing for which the people of Britain are waiting — economic recovery". He attacked John Smith, the shadow chancellor as a "shallow chancellor", for dismissing the Tory inflation targets as unnecessary virtue.

Mr Major insisted that the government's health service reforms were "really working", with a million more in-patient cases and two million more out-patient cases a year than under Labour. Criticising Labour for being "ready even to exploit and distort the

case of one sick child in order to blacken the image of one great service", Mr Major promised that any government he led would make the NHS "ever better, ever stronger, ever more able to tackle the huge challenges of modern health care".

On defence, said Mr Major, Labour could not be trusted with power because they did not know what their attitude on the fourth Trident submarine would be. If they had been in charge for the Gulf war, British troops would still be sitting in the desert waiting for sanctions to drive out Saddam Hussein.

On Europe, he took a sceptical line, insisting on the Conservatives' readiness to defend Britain's interests. At Maastricht, he said, Labour would have spoken for Britain, they would have broken Britain.

"There are just three words in Labour's vocabulary for Europe: out, st, jawohl. Well, let me offer you a fourth, absolutely vital word to defend Britain's interest — no. Can anyone imagine Mr Kinnock saying anything so short?"

CAMPAIGN QUOTES

"Unless people vote directly for the Conservative candidate they will end up with a Labour government"
— John Major on voting for the Liberal Democrats

"The Tories are going down, Labour is stuck and the Liberal Democrats are on the surge"
— Paddy Ashdown

"Apart from a slight cough, it is damn near perfect"
— Neil Kinnock on the state of his health

"Sounds just like her too, can't shut the thing up"
— Anthony Beaumont-Dark, Tory fighting to hold his Birmingham seat, to woman with a budgie called Maggie

Liberal Democrat campaign

Ashdown offers citizen power

By SHEILA GUNN, POLITICAL CORRESPONDENT

PADDY Ashdown offered voters last night a "citizen's Britain", self-confident and with a will to succeed, as the Liberal Democrats' vision of the future.

At a rally in Cheltenham he promised the voter a country where the government served its people and each citizen knew their power. Taking over a remark by John Major when he became prime minister, Mr Ashdown said he had a vision of a nation which was truly at ease with itself and in tune with its times. He sought to exploit what he described as the totally negative campaigns run by the Conservatives and Labour by insisting that he remained above abuse and would continue to run a "positive" campaign without straying one inch from the party's agenda.

The clear intention in his speech was to tempt wavering Tories into the Liberal Democrat camp. He also sought to counter the attacks on him by John Major and Chris Patten yesterday by insisting that a vote for the Liberal Democrats would not merely help put Neil Kinnock into Downing Street.

"Your vote is not a protest vote," he said. "A vote for the Liberal Democrats is a principled positive vote which is why we are gaining ground as each day goes by. 'Your vote is not a back door vote for Labour or the Tories. A vote for the Liberal Democrats in Cheltenham, in Hereford and in dozens of constituencies up and down the country is a winning vote.'"

"We will not look back to the mistakes of the past. We will look forward to opportunities of the future," he said. "So I have this message for Mr Major and Mr Kinnock. You can attack the Liberal Democrats as much as you

like, but we'll argue our case and let the people choose. Put our policies under scrutiny and compare them with your own, but we'll let the people judge which is best."

Mr Ashdown also appealed to the millions of still undecided voters to have confidence in what they wanted and judge each party according to their plans for the future. "What Liberal Democrats offer is hope: hope for those who are sick or who missed opportunity at school, hope for our precious environment, hope for a country which has lost its way."

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Leading article and letters, page 17
City hopes, page 23
Market report, page 24
Comment, page 25

Labour sowing seeds of its own destruction

It is at times of retreat that an army's strengths can best be observed. It is in moments of triumphalism that we first see the seeds of its downfall. It was when Margaret Thatcher employed a train-bearer to carry her gown that we knew her day was done. It was in the sick, cynical image-manipulation of Labour's spectacular at Sheffield last night that we first sensed the contempt into which they too must come.

"Any dream will do," sang the children, as Neil Kinnock played king of the kids in a Leeds school yesterday. He was preparing for the Sheffield Arena. He took their song to heart. Any dream would do.

Something about the very instructions printed for backstage operators last night chilled the soul. It was entitled "Running order for Mega Rally". 17.30: Doors open, party bus band, etc. arrive. Street entertainers will be working the audience outside.

The days when candidates would have worked the streets in person, are gone. The candidates were in helicopters.

18.00: Dave Blunkett does welcome. DB to Royal Box. "Will Mr



CAMPAIGN SKETCH

MATTHEW PARRIS

Blunkett sing?" asked a reporter. "And is it true his guide dog's gone sick? Will he sing 'How Much Is That Doggy In the Window?' Regional contingents with banners & bands. 18.42: Neil Kinnock arrival in helicopter shown on video screen.

After speeches by Roy Hattersley and John Smith came the "first endorsement, 2 mins". That's Rick Hucknall of Simply Red, said the aide. "No, he won't actually be there. He's in Marseille working on his next LP. He'll be signing his postal vote and singing *Something's Got Me Started* and this will be intertwined with his message. The message will say and she began to dictate: 'On April 9 I'll be voting Labour...' (she paused for us to take this down). 'It's time for a government that invests in skills...'

And we were promised "Sarah Jane Morris, ex-of the Communards". Now of the Democratic

Socialists, I expect. This item was to appear in the "Top Slot, 15 mins" preceding the "second endorsement" after which came "Opera Slot, 15 mins", except that it wasn't opera, but a lady singing *Summer-time*. Normally, as John Cole observed, "You know it's over when the fat lady sings," but this was a thin lady and it was far from over: for next came "20.05: NK speech". This was printed in advance. It was entirely devoid of content. "20.35: NK finishes. 20.40: Jerusalem. 20.45: finale. NK & Shad Cab leave. 20.55: All out. 'Goodbye' music."

I spoke to a press photographer who has been following the Kinnock campaign. Photographers are normally mute and I have no reason to think this one was a Tory: his frustration was professional. "The manipulation has been crushingly successful," he said. "This has all been done for television: it goes

against a video cameraman's instincts to show the props holding things up and all the minders marshalling the crowds.

"All we're shown is Kinnock with smiling kids, Kinnock in hospitals — happy faces, young children... the image control has been total. The TV bosses need a few minutes of Kinnock every day to balance their few minutes of Major and if all he gives them is sanitised pap, that's all they can use. That's all anyone sees."

As an ideal matures into a crusade and a crusade translates into a government, there comes a point when, throttled by the very apparatus set up to project it, the ideal begins to choke. This point has come early with Labour. Last night in Sheffield, image throttled intellect and a quiet voice in every reporter present whispered that there was something disgusting about the occasion. Those voices will grow. Peter Mandelson has created this Labour party and, on last night's showing, Peter Mandelson will destroy it.

"We will govern," Neil Kinnock said, opening his speech, "as we have campaigned." Oh I do hope not.

Loneliness is just one problem

And it is a fairly common problem for seafarers away from home for months at a time. But it is only one of the troubles that people bring to us. As a Christian society working among seafarers we are asked for all kinds of help—spiritual, emotional, social and practical. And we are there, ready to give all the help we can, in all parts of the world. To give this help we depend entirely upon voluntary contributions. Please help us to continue the Anglican Church's ministry to seafarers by a legacy, or please send whatever you can to

The Missions to Seamen,
Freeport, London, EC4B 4EP.

The Missions to Seamen
St. Michael Paternoster Royal,
College Hill, London EC4R 2RL.



Prescription fees

Cook promises to reverse increase

By Philip Webster, Chief Political Correspondent

LABOUR promised yesterday to reverse the latest 10 per cent increase in prescription charges if it is elected next Thursday. In a move to bring health back to the centre of the election debate, Robin Cook, the shadow health secretary, said Labour would freeze charges to give an immediate benefit to patients who could not afford the increase, which came into effect yesterday.

Labour would cut the cost of being sick, Mr Cook said. The expenditure involved — put by Labour sources at £30 million — will be met from the £1 billion extra spending on health announced in John Smith's shadow budget.

Labour's decision to raise health again so quickly after the furore over the Jennifer Bennett broadcast was seen as a sign of the party's confidence that it can only gain from the issue. Strategists agreed that Labour suffered some slight short-term damage because of the dispute over the naming of Jennifer, but they were asserting privately as early as last Friday that their private polls were beginning to "rocket".

Mr Kinnock and his campaign leaders were in buoyant form at yesterday's daily press conference. Normally long opening statements, of-

ten used as a ruse to cut down on awkward questioning, were shortened as Mr Kinnock and Jack Cunningham, his campaign chief, invited interrogation.

Mr Cook, not usually regarded as a comedian, produced a belly-laugh when one reporter asked whether he would resign if in government Labour was forced to put up health charges again. "The polls may be good," he said, "but I think it's a bit premature to ask me when I am going to resign."

When another asked Mr Kinnock about his fitness to govern, he replied: "Apart from a slight cough, it's damn near perfect."

Mr Kinnock even had a kindly word about the Liberal Democrats. "I do not resent the fact that they are picking up. But before the myth starts running, a little bit of arithmetical perspective would be in order so that nobody runs away with the idea that somehow our standing has nothing to do with us and is merely attributable to the efforts of the good Captain Ashdown."

Mr Cook repeated Labour's commitment to restore the free eye test and free dental check. "The Conservatives are creating a pay-as-you-go national health service in

which the sick pay for the treatment they need. Labour wants a health service for which we pay while we are in work so that we can get the treatment we need when we are sick."

He said the new rise in prescription charges, from £3.40 to £3.75, announced by the government in the last session of Parliament, was twice the rate of inflation; he added that in government the Tories had raised the charge 14 times and that at the present rate of increase a fourth Tory term of office would see the charges hit £11.90 by 1997.

Mr Kinnock said that the charges had risen by 1.775 per cent under the Tories. "In many cases they are now greater than the cost of the medicine being prescribed." More people were being deterred from getting prescriptions and he complained that eight million people had stopped having eye tests since charges were introduced three years ago. The government was putting cash before care and he repeated that the Conservatives wanted to privatise the health service.

Mr Cook said free eye tests for those over 40 would be restored in year one, and free dental checks would be restored over a parliament.



NHS plea: Harriet Harman, health spokeswoman, with Neil Kinnock yesterday

Charge policy marks fall of a political ideal

Jeremy Laurence detects the forces of economic realism behind Labour's shift from a promise of free medicines for all

DURING the 1987 election campaign Labour promised to abolish prescription charges. Yesterday's pledge by Robin Cook only to freeze the charges at their pre-April 1 level of £3.40 suggests the triumph of economic realism over political idealism.

Mr Cook, shadow health secretary, would not commit himself to maintaining the freeze for the lifetime of the next parliament. He said only that the charges were too high "and I for one do not want to see them higher".

Yesterday's 35p rise was the fourteenth under the present government and took the charge to nearly 19 times its 1979 level of 20p. The new charge is still less than half the average cost of a single prescription item to the health service, but in 1979 it was less than one tenth.

Only one in six prescriptions is paid for, compared with one in three in the 1970s. The rest are dispensed to people who are exempt from payment, mainly children, the elderly and those receiving income support, who are the largest consumers of medicines. For that reason the charges are expected to raise only £240 million towards a total drug bill this year of more than £2 billion.

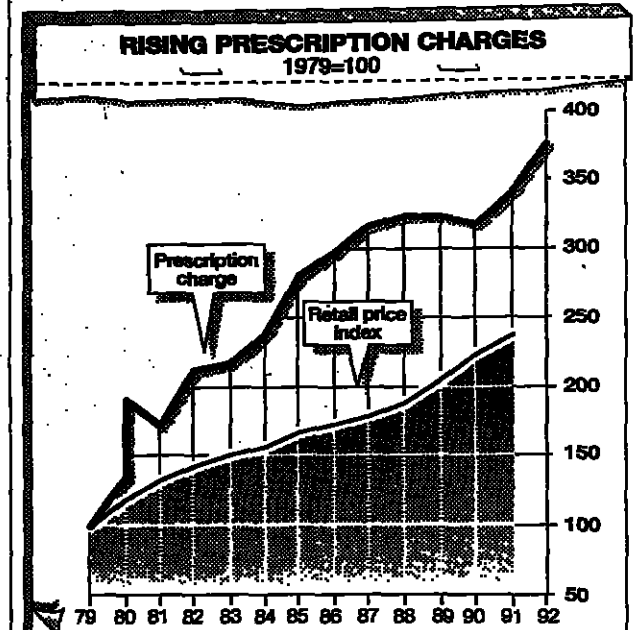
Health service spending on drugs has risen by half in real terms since 1978-9 to nearly £44 a head. The number of prescription items per person has grown from 7 in 1980 to 8.4 in 1990, but 96 per cent

of the increase is accounted for by new drugs for the elderly. The rise in the proportion of prescriptions that are exempt from charges reflects that development and is not the result of government policy.

The proportion of the health service drug bill recovered from prescription charges has grown from 3.5 to 7.7 per cent over the same period.

The Conservatives defend the charges on the grounds that "those who can afford to do so should make a small contribution to the increasing spending on the NHS". Labour appears to have accepted that argument. Abolishing charges would cost £240 million to the health service, a problem affecting only a small proportion — the "neary poor" — of the one sixth of prescription recipients who pay charges. In addition, abolition might increase demand for prescriptions, pushing up the health service drug bill.

It is almost 40 years since prescription charges were introduced, by a Labour government, in June 1952. The step provoked the resignations of Nye Bevan, architect of the health service, and Harold Wilson, future prime minister. Not until 1965 did Labour, under Wilson, succeed in abolishing them again. It has taken the party another quarter of a century to admit that they are here to stay.



Tories step up attack on defence

JOHN Major accused Neil Kinnock of being "a unilateralist at heart" yesterday as the Tories continued their belated effort to turn the campaign spotlight on defence.

Mr Major said that the Labour leader would "cut our defences to the bone" and put the nation's security at risk in an uncertain world facing the threat of nuclear proliferation. The prime minister denied that he was calling into question the Labour leader's patriotism. He claimed that competence and the determination to take the decisions necessary to keep defences strong were at stake.

Mr Major suggested that Mr Kinnock's post-1987 conversion to keeping Trident as long as other countries retained nuclear weapons was only skin deep.

Douglas Hurd, the foreign secretary and Tom King, the defence secretary, joined the attack. Mr Hurd accused Mr Kinnock of "making policy on the mike" and stirring up the Falklands and Argentina in a British Forces Broadcasting Service phone-in, in which he indicated a willingness to negotiate on the dependency's future if the islanders wished.

Mr King highlighted what he claimed was the threat posed to jobs and the defence industry by an incoming Labour government. The government was investing £6.5 billion in new military equipment such as Challenger II tanks and Type 23 frigates, he said.

Mr King accused the Liberal Democrats of hypocrisy over defence. The party wanted a defence review and a freeze on new equipment contracts, but not in Paddy Ashdown's Yeovil constituency, where the Merlin anti-submarine helicopter was to be made.

Fox hunt pledge 'broken'

By Arthur Leathley

NEIL Kinnock was accused yesterday of breaking Labour's manifesto pledge of a free Commons vote on the future of fox hunting by voting to ban the sport.

Mr Kinnock said during a radio phone-in programme that it would be a Labour government's policy to ban fox hunting. He was backed by Ron Davies, the party's rural affairs spokesman, who said: "We will introduce legislation which will ban hunting of all five quarry."

Angela Rumbold, Home Office minister, said: "We have always believed that such an issue should be decided in parliament by individual members. I understand Mr Kinnock has hardened his view, which possibly shows another instance of the Labour party being unable to hold to its manifesto pledges."

Labour later said that Mr Kinnock could make such a firm commitment in the knowledge that no Labour MP would oppose a ban. In February, when a private member's bill outlawing fox hunting was narrowly defeated in the Commons, no Labour MP voted against it.

Labour believes that its opposition to hunting could be a vote winner in some marginal constituencies. Pro-hunt campaigners say the Tories could benefit from the threat of a ban, which they say would jeopardise rural jobs.

Labour and the Liberal Democrats said that they would phase out battery cage egg production after agreement was reached with other European countries. David Maclean, the food minister, said that the Tories would press for better battery farm conditions.

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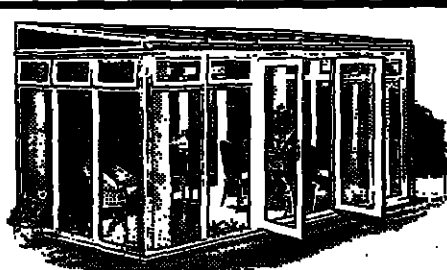


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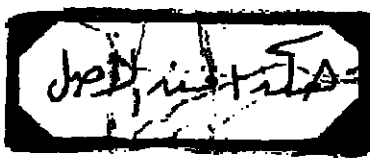
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Constituency profiles: Times reporters test the waters in the marginals in the wake of Wobbly Wednesday

Looking into the abyss with Patten and Mellor

By Joe Joseph

OXFORD WEST AND ABINGDON
1987 Result: J H C Patten (C) 25,171 (46.4%); C M P Hobbs (SDP/All) 20,293 (37.4%); J G Power (Lab) 8,108 (14.9%); D Smith (Grn) 695 (1.3%); Conservative majority: 4,878 (9.0%).

"DON'T do it! Don't jump!" you shout, almost involuntarily, when you spot two Tory bigwigs perched on a bridge on the very morning that newspaper polls put Labour so far ahead that both their seats look dodgy.

Of course, John Patten and David Mellor might have been loitering on Magdalen Bridge in Oxford for quite different reasons. Perhaps they were rehearsing a scene from the new Inspector Morse series, *The Strange Death of Tory England*, which is on hold until next Thursday. Then again, it is easy to misread what Mr Patten and Mr Mellor are thinking.

At a distance, Mr Mellor looks as though he would respond to any comment you might make, however innocent, by barking: "Do you want to step outside and say that?" But in conversation, he is genial and often looks as if he is just about to suggest we all go for a little drink, although he is rather prone to strong Mori-scale swings when polled with the wrong question. From afar, Mr Patten often looks as if he has just been handed news of a family bereavement. Yet he, too, is jolly company once he gets chatting to his campaign workers and constituents in Oxford West and Abingdon.

Suggest to Mr Mellor that, after the latest opinion polls, his 6,907 majority in Putney, south-west London, could easily evaporate, and he registers a 12-point swing towards "do you want to step outside and say that?" mode. "Look, Labour are putting all their energy into Tooting and Battersea. What does that tell you?" he asks. That they think you're safe? "Well done!"

Then, just as he is about to put a gold star in your notebook, you ask why he trusts Labour's judgment on his own electoral prospects, but on almost nothing else, and he swipes the star back, and says: "You're a very cynical

chap." Then, just as mysteriously, he has a powerful swing back towards "let's go for a drink" mode, and goes into auto-pilot on his favourite subject: "I am here today to spread the Conservative message in Oxford... There are two ways in this election that the country can get a Labour government. One is for people to vote Labour. The other is to vote Liberal Democrat... As people stare into the abyss and see what the reality of a Kinnock government is, they'll retreat... No one tells me on the doorstep that they think Kinnock is a great leader, or the saviour of the country... What has been very clear throughout the campaign is that it is, and has been, very close."

Close? It is raining, yes. And now and then the sun shines. But it's not sticky or close. Surely he can't be referring to the polls and Labour's fat lead? You'd like to ask what exactly is close, but fear that he might ask you to step outside again, and you've got other things to do, like go canvassing with Mr Patten.

Had Mr Patten's runner-up in 1987 been a Labour rather than an Alliance candidate, then his 4,878 majority in Oxford West and Abingdon might also have been turned into a perspiring dream by now. But his personal psephologist — Timothy Harries, a politics don at Pembroke College — says that "the fact that the election falls during the university vacation could be worth 2,000 votes to John Patten."

Those two factors could, if anything, widen Mr Patten's lead against his closest rival as Labour and the Liberal Democrats fight for second place. On being reassured by hearing all this, Mr Patten swings out of "bereavement" mode, and heads off to Elms Parade, a shopping centre in nearby Botley, almost gleeful that Labour and their candidate, Bruce Kent, are doing so well, but not that well, in his backyard. "I think Bruce Kent has been taking the pills," he says. "He has become a committed Kinnock man. He talks more about the Trinity than Trident these days."

Mr Patten has an easy patter of on-the-stump speak: "How's business? ... How's the family? ... Best regards to her indoors." Hello, I haven't seen you for a long time. It's a friendly repertoire, suitable for those you know and for those you don't recognise, but who seem to know you.

Just one hiccup, when he asks a man for his support. "I'm sure you won't take this personally, Mr Patten," the man replies. "But I don't discuss politics in the street." If only David Mellor hadn't scooped off to Swindon, we could all have gone for a little drink.



Out of the mouths: John Patten, Home Office minister, in Botley, near Oxford, taking a crisp from Hannah Cox, aged two

Little things mean a lot when every vote counts

By Alan Hamilton

LITTLE things mean a lot when you are defending a slim majority, such as Labour's 336 in Norwich South. For a start, 1,600 people, most of them likely to be Labour supporters, have disappeared from the electoral register to avoid paying the poll tax. The difference could be crucial for the ambitions of John Garrett.

Mr Garrett, aged 60, is, perhaps, an unlikely Labour MP: an Oxford-educated management consultant, author of books on public administration, and one-time RAF flight lieutenant who believes in proportional representation. He won the seat in 1974, lost it to the Tories in 1983, but snatched it back last time thanks largely to an intensive effort on the day which resulted in a turn-out of more than 80 per cent.

He is also Labour's campaign co-ordinator for eastern and southern England, a swathe of 176 constituencies in which, London excepted, his party holds only three seats. That job has gone into abeyance while he fights for his political future. "When I first took on that task I decided with Neil to emphasise affordable housing, transport and green issues. Now we have the recession in the South, and the emphasis is on unemployment, repossession and debt."

Recession has hit Norwich hard. The city has lost two shoe factories, a large dairy, and in recent weeks a big local engineering firm has announced 170 redundancies. Ten years ago Norwich

1987 result: J L Garrett (Lab) (below) 19,666 (37.9%); J A Powley (C) 19,330 (37.3%); C J M Hardie (SDP/All) 12,896 (24.9%); Labour majority: 336 (0.6%).



Union, the major white-collar employer, would offer a job to every school-leaver with two GCSEs. Now even it is laying people off.

On the doorstep, Mr Garrett finds the key issues are poll tax, the health service and unemployment, all symptoms of disillusion with the Tories. "A lot of former Conservative voters are saying they cannot bear to vote for me, so they won't vote at all. The other unknown factor is the Liberal Democrat vote. Their campaign here is very low key. They are putting all their effort into the rural Norfolk seats."

Tory workers agree that the Liberal Democrat vote is the rogue factor. Their canvassers report a "doubtful" proportion as high as 20 per cent, and they assume that most of those to have been Alliance voters in 1987.

David Baxter, aged 37, an

equally unlikely Tory candidate, having been raised in a Glasgow council tenement, reports the main concern on the doorstep to be the economy. Mr Baxter, a senior BT manager, also detects a widespread fear about the future integrity of the United Kingdom, engendered by talk of devolution and of progress towards a federal Europe.

A curiosity of this highly marginal constituency is that only one of its 11 municipal wards is Tory, returning the three Tory councillors on the Labour city council. Mr Garrett has an explanation: "Until recently, people liked the competence and good record of their Labour council, but did not feel themselves able to vote in a Labour government. That has changed: John Smith and Gordon Brown now look far more trustworthy than Norman Lamont and Peter Lilley."

Norwich South may well be won or lost on the campus of the University of East Anglia, a previously reliable cell of intellectual socialism. Unfortunately, the students are on Easter vacation. Mr Garrett has mounted an intensive campaign to get them to register their postal votes, while Mr Baxter claims to have signed up 100 converts to his cause during freshers' week.

Besides the three main parties, the Greens and the Natural Law Party are contesting Norwich South. The received wisdom is that the Natural Law candidate will merely split the Green vote, but in such a finely balanced election a late may yet lie in the hand of the ideologist and his impenetrable manifesto.

Maverick Marlow out on the march

By Lin Jenkins

TO CALL Tony Marlow a maverick is to be too polite. Even his supporters know that. "Better the devil you know," shouted one such from his doorway as the candidate set off at his typical cracking pace and knocked on yet another door.

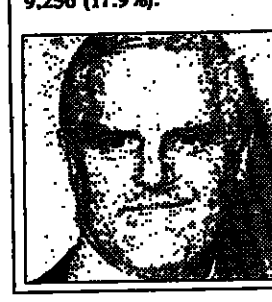
Poets Corner, an area of his Northampton North constituency, with its terraced pebble-dash houses, is not where he expects to find the strongest Tory support. But it does give him a chance to air some of his views. And Mr Marlow has plenty of them.

He is critical of the national campaign — "too much concentration on the NHS which is not our strong point" — and resigned to canvassing — "in the afternoon you only see the unemployed, the elderly and lactating mothers". His 9,256 majority over Labour will be risk if the swing recorded by Mori is repeated on April 9.

He reserves his worst invective for those he calls socialists. "A Labour government would be government by the public sector unions, so heavy on help us," he tells anybody who will listen and speaks darkly of the effect of voting Liberal Democrat.

The day's poll had shocked the team of canvassers who realised that such a swing would push the seat into the Labour camp. Some mutter about criticism of the national campaign and of John Major's transformation from Mr Nice to Mr Nasty. As they do, a knock on the door brings out a voter who discloses that Mr Marlow, some-

1987 result: A R Marlow (C) 24,816 (48.0%); O J Granfield (Lab) 15,560 (30.1%); A S Roundthwaite (L/All) 10,690 (20.7%); M Green (Grn) 471 (0.9%); S Colling (WRP) 156 (0.3%); Conservative majority: 9,256 (17.9%).



times called the Denis Skinner of the Tory party, can play Mr Nice too. He had helped with the adoption of her Romanian son.

Mr Marlow is, given his views on immigration, a little embarrassed at being found out, but resorts skilfully to self-parody. "I am supposed to be further right on immigration than Enoch Powell. But, as I told the Pakistani community the other day, I will do anything I can within the law to help them. Of course, I also told them I'd rather their sons married girls from here rather than bring them over." No doubt he did. Immigration is, he says, one of the invisible topics of the election.

As he raced from door to door support among the old, the jobless and breast-feeding mothers appeared to be holding. He is predicting a reduced majority, but nothing like that forecast in the polls.

Charmer spreads the green gospel

WINCHESTER
1987 result: J E D Browne (C) 32,195 (52.3%); J L MacDonald (SDP/All) 24,716 (40.2%); F C Inglis (Lab) 4,028 (6.5%); Ms J P Walker (Grn) 565 (0.9%); Conservative majority: 7,479 (12.2%).

BY MICHAEL MCCARTHY
ARMED with terrifying charm and a tactical voting wheeze, Jonathon Porritt has set out to put the environment back into the election.

Not many people could hike up the crumpled gravel drives of Winchester's affluent Tories, suggest they switch their voting allegiance and still be chatting five minutes later. But Mr Porritt is not only Britain's best known environmentalist, he is also a toff (Eton, etc) and a telegenic one at that.

A Winchester chateleine who opens the door to him does not see a crazed green anarchist. The boyish smile switches on, and the porch seems floodlit with well bred reasonableness. Suddenly somebody who has never even dreamt of voting Liberal Democrat... "but — by golly, you're right, you know..."

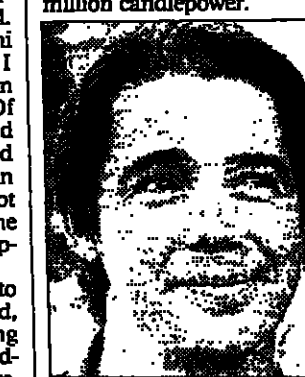
Never has total telegenic toffness been put to such shameless use as this week when Mr Porritt sought to persuade people who in normal circumstances would elect a kooka bear if it sported a blue rosette that they should switch votes because of the destruction of Twyford Down, on Winchester's outskirts, by the M3 motorway.

Mr Porritt is taking advantage of the split in the Winchester Tory vote between Gerry Malone, the official Conservative candidate, and John Browne, the deselected Tory MP, who is standing again.

The Twyford Down Association, of which Mr Porritt is vice president, has seized the opportunity to press its claim that the motorway should go in a tunnel under the downland rather than in a cutting through it, and has urged its supporters to back the Lib Dems' Tony Barron as the man with the best chance of trouncing the Tories.

Only once did the green charm threaten to run aground. On an ivy-clad doorstep Mr Porritt let slip that the Twyford Down tactical voting campaign was, in the Southampton local constituency, backing the Labour party. The words hung in the air. A Winchester chateleine gazed, uncomprehending.

"The Labour party?" "Ah," Mr Porritt said in a tone that implied "I know, I know. But in wartime we have to resort to the most terrible expedients..." "Ah. But that's tactical voting." The boyish smile beamed its million candlepower.



Porritt: winning with a well bred smile

Pledge to scrap tests in Scotland

Labour yesterday promised to scrap next month's national curriculum tests for seven and 11 year-olds in Scotland, although the party is committed to retaining them in England and Wales (John O'Leary writes).

Tony Worthington, Labour's Scottish education spokesman, gave the commitment as 60,000 parents of children due to sit this year's tests voted overwhelmingly against compulsory testing.

At a Glasgow press conference to announce the results, Labour, the Liberal Democrats and the Scottish National Party agreed to abandon compulsory national testing.

Schools attack

Labour and Liberal Democrat plans to scrap the assisted places scheme for private schools were spelt out, Malcolm Rifkind, transport secretary, said. Mr Rifkind, defending a 3,745 majority in Edinburgh Pentlands, said: "Many parents are struggling to meet the costs of their children's schooling. Labour's double blow of higher tax and higher fees could be the final straw for many."

Treaty rebuttal

The Anti-Federalist League, which is fielding 20 candidates, including eight in London, says in its manifesto that Britain should refuse to ratify the Maastricht Treaty, should abandon membership of the exchange rate mechanism, renegotiate the common agriculture and fisheries policies and refuse to allow European commission directives to overrule British laws.

Concert party

George Harrison, the former Beatle, is to play his first big concert in Britain since the group broke up to promote the Natural Law Party which supports a lifestyle with which The Beatles flirted in the Sixties.

Mr Rent-a-quote unruffled by mere opinion polls

By Bill Frost

ANTHONY Beaumont-Dark the Tory candidate for Selly Oak in Birmingham, yesterday displayed the sang-froid of a man sitting on a guaranteed majority as he relaxed in the saloon bar over a pint of lager and a plate of place and chips.

Yet Wobbly Wednesday should have left him trembling like a jelly as the seat he held at the last general election with a majority of 2,584, reduced from 5,396 in 1983, is among the 30 most marginal.

While others about him in constituencies with slim Tory majorities last time around lost their heads and reached for the worry beads, Mr Beaumont-Dark dismissed the latest slice of bad news from the pollsters.

"On the strength of Labour's current lead I should be preparing to join the great unemployed. But in reality I'm finding more support on the doorstep now than I did in '87," he proclaimed confidently.

With what the spin doctors at central office would have condemned as heresy

1987 Result: A M Beaumont-Dark (C) 23,305 (44.2%); A Bore (Lab) 20,721 (39.3%); Mrs C Cane (L/All) 8,128 (15.4%); Ms M Hackett (Grn) 611 (1.2%); Conservative majority: 2,584 (4.9%).

on the grand scale, Mr Beaumont-Dark casually passed judgment on the good and great of his party. William Waldegrave, absolutely glibly, said the trouble with brains is they don't breed common sense. He cocked up the Jennifer's ear affair in the most disastrous fashion," he said.

Mrs Thatcher fared little better. "The Tory party is and was bigger than her. She once told me that the poll tax was to be the flagship of her second term. I said why not choose the Titanic instead. After that relations were a bit strained."

Mr Beaumont-Dark's style on the stump in the Selly Oak constituency is bluff but sometimes disconcerting for those on the receiving end. A wavering pensioner was told bluntly yesterday: "Well you had better vote for me or I'll come back and burn your house down." The candidate

bellowed with laughter while the old lady blinked anxiously. "I'm true blue. I've called my budgie Maggie," said another elderly woman. "Yes, sounds just like her too, can't shut the thing up," said Mr Beaumont-Dark as the bird warbled on loudly.

The Tory candidate, who was elected to the seat in 1979, played the God card for the first time in Selly Oak. "I was just reading that Kinnock is an atheist," said another old lady on the doorstep. "Yes, I know, and so is his missus. You can't vote for people like that, and him singing Welsh hymns too."

Mr Beaumont-Dark said. The pensioner nodded vigorously while the smell of food burning in her kitchen grew stronger. "The God card is a strong one, we'll use it again," said Mr Beaumont-Dark to an aide.

Selly Oak was a microcosm of Birmingham itself,

said Mr Beaumont-Dark. "We have some of the best of the city and some of the worst." There are streets of fine Victorian and between-the-wars mock Tudor mansions decorated with Tory election posters. But then again there are at least as many homes decked out in Labour colours across the constituency too.

A 3 per cent swing would snatch the seat from the Tories, yet still Mr Beaumont-Dark appears to be as relaxed as a mature matinee idol appearing before his fan club for an autograph signing session.

"I'm calm by nature, a typical Lib. I sleep like a baby after reading a bit of Trollope and have no intention of stepping up the campaign before April 9. My view is 'sod it, you're a long time dead, why worry?'" the man known as "rent-a-quote" said while finishing off his fish and chips.

Like other Tory candidates, particularly those fighting marginal seats, Mr Beaumont-Dark has his reservations about the way the campaign is being handled by central office. "Too many

young men and women long on excitement but short on vision and experience. Michael Heseltine should have been made party chairman — he's got the fire, the charisma and the political balls we need," he said.

Later at an old peoples' home, Mr Beaumont-Dark clasped two nonagenarians to his chest. "Aren't you big," said Dora Barrier aged 92. "I remember him from five years ago," said her sister Winnie, aged 93. They placed a smiling portrait of the Tory candidate over a framed photograph of the Queen Mother on the sideboard so all that could be seen was her hat.

"My wife would be happy if I lost the seat," confessed Mr Beaumont-Dark yesterday. "She thinks all politicians are mad because they devote their time to everybody else and rarely their own families." He would be a happy winner but a good loser. "However that is not going to happen, we have had wobbles before. As for the national picture I still have a pathetic belief that common sense will prevail on the day."



John Patten

Charmerspreads
he green
gospel

WINCHESTER
197 result: J E D Brown
32,195 (52.1%) J L
MacDonald (SDP All
17,140 (27.6%) C Lind
14,438 (23.3%) M J P
Walker (Lib) 56 (0.0%)
Conservative majority
7,479 (12.2%)

By MICHAEL MURPHY
WINCHESTER, a town of 25,000 people, is a typical example of the kind of place that will be crucial in the outcome of the election. It is a town where the Conservative Party has a strong tradition, and where the Labour Party has a strong tradition. It is a town where the SDP has a strong tradition, and where the Liberal Party has a strong tradition. It is a town where the Green Party has a strong tradition, and where the Alliance has a strong tradition. It is a town where the United Kingdom has a strong tradition, and where the world has a strong tradition.

Mr. Major's victory in the 1992 election was a significant event in British history. It marked the end of the Labour Party's long reign of power, and the beginning of a new era of Conservative rule. The election was a testament to the power of the Conservative Party, and to the power of the British people. It was a victory that was well-deserved, and it was a victory that was long overdue.

The election of 1992 was a turning point in British history. It was a moment when the British people decided to change their government, and when they decided to elect a Conservative government. This was a decision that was made for the good of the country, and it was a decision that was made for the good of the world.

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Seven days to choose between Daimler man and the soapbox



Cunningham: positive tone above dogfights

WITHIN 90 minutes of Tuesday night's poll results, Jack Cunningham had called Labour strategists together. Initial elation was followed by a hard-headed assessment of how Labour could make Neil Kinnock uncatchable.

The party opted for a positive tone that would set Mr Kinnock above the inevitable dogfight between the Conservatives and the Liberal Democrats. The final two party political broadcasts and all the remaining press conferences would set out Labour policies.

It began yesterday with the return to health and the Sheffield rally. Today Mr Kinnock will delay his daily press conference to mid-morning to gain maximum exposure and launch the last week of campaigning with an "it's time to decide" appeal.

Mr Kinnock wants his team to appear as the government-in-waiting.

"The more we stay out of any slanging match that develops between the Liberals and the Conservatives, the more it looks as if it is Labour that has the positive policies to tackle Britain's problems, the more likely we are to pick up those undecided voters who may think it is time to give us a chance," a senior Labour source said.

In the Tory camp there are no outward signs of panic but a grim recognition of the party's predicament. Mr Major, apparently accepting that mistakes have been made in his campaign, vowed yesterday to continue his soapbox style until polling day and added, almost in an aside: "Perhaps we should have started it earlier. I don't know."

Conservatives defended their decision to stage the press conference on defence, even though yesterday

As the three main parties enter the final week of campaigning, Philip Webster assesses their leaders' strategy, style and stature

marked the start of the latest wave of hospital opt-outs and might have given the party a chance to dent Labour's health advantage. The Conservatives' own health conference last week was taken over by the Jennifergate controversy.

"We believe it is right to run defence today. That has always been a part of our strategy. We had a party political on defence last night and this is the obvious time to run it," an official said.

Some Tories believe that Shaun Woodward, director of communications, has been unfairly blamed for key campaign decisions. The decision to highlight defence yesterday, for example, was made

jointly by Mr Major and Chris Patten, the Tory chairman, some time ago. Ministers will make sustained efforts between now and polling day to highlight the dangers of voting Liberal Democrat and letting in Labour by the backdoor. But the key campaigning tactic will be to compare the leadership qualities of Mr Major and Mr Kinnock. Posters will go up at 7,000 sites all over Britain showing John Major surrounded by children with the words: "The Best Future for Britain."

Tory campaign chiefs have not given up hope of reversing their dismal poll ratings. Comparisons are being drawn with the 1970 campaign when, at the same

stage, Douglas Hurd had to draw aside Edward Heath and tell him he was 12 points behind. Mr Heath won by 45 seats.

In the last days Mr Major will concentrate on traditional Tory issues: law and order today and a renewed assault on taxation, economic management and the trade unions.

A key question for the Tories is how they exploit Mr Kinnock's low personal popularity rating. They want to drive home the message that he has changed his mind on so much that he cannot be believed now.

The Tories will also seek to exploit Mr Major's advantage as the incumbent prime minister. They will emphasise his stature as an international statesman and, by implication, the limitations and inexperience of his challenger.

One of the frustrations of the

Tories let the tensions show

Parkinson criticism upsets Smith Square

BY ROBIN OAKLEY, POLITICAL EDITOR

CONSERVATIVE tacticians were divided yesterday about the reasons for the sudden Tory slide in the opinion polls and the opening up of Labour's lead. Some accepted the poll evidence that Labour's dominance on health issues and the higher profile given to the national health service over the past week was responsible. Others blamed the wobblers within their own ranks.

The agonised reappraisals of tactics last week and the anguished scurrings of the Tory brain pack never assumed the proportions of the famous "wobbly Thursday"



All smiles: Mike Hancock, Liberal Democrat candidate for Portsmouth South, with non-voting members of the local community

POLLWATCH by Ivor Crewe

Electoral record waiting to break

IF THE recent clutch of polls is correct one electoral record or another will be broken on polling day. Either Labour will sweep to power with the largest swing for any party since 1945 or the Conservatives will stage an unprecedented recovery for any government during a campaign.

The Labour lead on Terrible Tuesday averaged 5 to 6 per cent. The Conservatives therefore need a favourable swing of 2 to 3 per cent to remain the largest party in a hung parliament and of almost 5 per cent to retain their overall majority. No party in office has approached such an achievement in an election campaign, let alone in the final ten days.

In fact John Major took an enormous risk in calling the election when the parties were level. Support for the government normally falls during the campaign. The opposition parties receive a sudden boost of television coverage while government politicians find themselves attacked by two or more opposition representatives on "balanced" panel programmes.

The only exception to this pattern since 1959 (the first time polls were numerous enough to measure campaign trends) was the 1979 election, when the Labour government, recovering from the electorally disastrous winter of discontent, narrowed the opening Conservative lead of 10 per cent to 7 per cent by election day. Even then it was not the Labour government's support that increased but Con-

Greenest MP is chosen

BY JOHN YOUNG

CONSERVATIVES come top and bottom of a survey which claims to discover the "greenest" and least green MP of the last parliament.

The most ecologically minded member was Patrick Cormack, who is seeking to retain the normally safe Conservative seat of Staffordshire south. The least so was Sir Teddy Taylor, defending a similarly large majority in Southend east.

Country Life magazine sent questionnaires to every sitting MP seeking his or her view on the countryside, agriculture, the environment, planning and the arts.

In the results published this week, Mr Cormack scored well on planning issues, such as his opposition to new roads, new settlements in the countryside and more high-rise building in cities.

In contrast, Sir Teddy opposed action to reduce emissions from fossil fuel burning, a requirement that electricity companies should make greater use of renewable resources, and the establishment of a new environmental protection agency.

Free with The Times: in the interests of a better turn-out.



This Saturday, there's a 32-page fashion extra, along with the Weekend Times, the Saturday Review and, of course, full election coverage.

MEDIAWATCH by Brian MacArthur

Sex smears that would end in tears

One former Tory MP, exposed by *The Sun*, has already resigned from this election after admitting to an act of indecency — but at least four famous candidates will be deeply relieved next Friday if they survive the campaign without being exposed in a sex scandal.

Although there are dosiers on all four in editors' offices, and each is aware their names could be splashed across the front pages, sex smears have not so far featured on the Fleet Street agenda, but the temptation to play dirty may increase if Labour retains its present widening lead in the polls. A letter to *The Times* yesterday revealed that the

ch to investigate politicians' sex lives still exists and is sometimes prompted by a proprietor rather than an editor. One reason for the absence of scandals may be the balance of terror in Fleet Street. If *The Sun* was to launch a sex smear against a prominent Labour candidate, the *Daily Mirror* has the ability to respond instantly with a similar smear against a prominent Tory.

It is more likely editors realise a quick front page thrill will mean a life sentence — a bill for a statutory law of privacy. As Lord McGregor of Durris, Press Complaints Commission chairman, has said, newspapers are on probation.

Over the past 15 months, the commission has alleviated the universal parliamentary disquiet about newspaper standards that led three years ago to demands for a law of privacy and a statutory right of reply. But "salacious larding" of reporting with irrelevant commentaries on the private lives of public figures could destroy that newly-found confidence in self-regulation, he has told the Newspaper Publishers Association and the Newspaper Society.

After that warning, a *Times* letter from Sir Richard Storey, a former member of the Press Council and president of the Newspaper Society, writing in a personal capacity, was all the more surprising in insisting it was an editor's duty to seek

THE TIMES

American largesse spurs charges of sell-out to the West



Kozyrev: forced to rebut charges

AS PRESIDENT Bush prepared to announce his comprehensive aid package for Russia, the potential recipients of America's pre-election largesse were already disputing their response. An acrimonious debate about Russia's foreign policy, after simmering quietly for several weeks, has returned to the boil and anything more than a polite "thank you" from Moscow could land President Yeltsin and Andrei Kozyrev, his foreign minister, in deep trouble.

Mr Kozyrev is under siege, and he has felt it necessary to defend himself in two long newspaper articles that have appeared in as many days. The chief complaint is that Russia has no foreign policy, or if it has, then it is a pale

imitation of the Gorbachev-Shevardnadze line that changed the international climate, but left important issues unresolved. A further, highly damaging complaint echoes criticism of Mr Gorbachev's policy during his last months in power and accuses Mr Yeltsin and his government of "selling out" to the West. The resurgence of this view, ostensibly in connection with the Russian government's memorandum to the International Monetary Fund, is why any response to President Bush's aid programme is becoming so sensitive.

Even newspapers which have generally supported Mr Yeltsin and his reform policies have started to flirt with such criticism. Both

Boris Yeltsin and Andrei Kozyrev, his foreign minister, are being accused of following the Gorbachev line, Mary Dejevsky writes from Moscow

Komsomolskaya Pravda and *Rossiyskaya Gazeta* have produced well-qualified foreign affairs specialists to argue that Russia's interests do not automatically coincide with those of the United States and that she might do better to assume a more aggressive stance.

Komsomolskaya Gazeta cited the example of China which, its commentator said, had exploited its size and military might to pursue its own domestic and human rights policy — and retained

its most favoured nation status with America as well. "China consistently shows that it is ready for peaceful and warlike confrontation with the West," he wrote, "and they respect her for that — and what are we doing?"

The *Rossiyskaya Gazeta* commentator gave a warning against believing that, just because the Cold War was over, Russia and the United States had no more differences. Their interests diverged in many ways, he said, predicting continued dis-

agreement about sea-based weapons and about trade, given that one of Russia's few marketable manufactures was arms.

Implicitly attacked in both articles and elsewhere is Russia's apparent pusillanimity — wanting to appease everyone, all the time — and the assumption that America, as the leading nation of the Western world, is the standard to which Russia ought to aspire. Russia must have its own policies, the argument runs: its own type of market economy and its own foreign policy tailored to the new conditions: Mr Kozyrev's failure and, by implication, that of Mr Yeltsin, is that they have failed to shape such Russian policies.

Yesterday, in *Nezavisimaya Gazeta*, Mr Kozyrev rejected all the charges against him. He argued that Russia had a burdensome inheritance from the Soviet regime — including a whole series of borders undefined by treaty, which had to be settled urgently.

He complained that part of his difficulty in fashioning a new foreign policy was the number and nature of the staff he inherited from the old Soviet foreign ministry. More than 60 per cent, he told *Nezavisimaya Gazeta* yesterday, were either demoralised or actively working against Mr Yeltsin's policy.

On Tuesday, in the first big reshuffle since Russia took over, the foreign ministry announced a complete reorgan-

isation of the press and public relations department. A replacement foreign affairs commentator from the *New Times* journal, Galina Sidorova, becomes aide and spokesman for the minister, and the former head of press relations, Vitali Churkin, is appointed ambassador to Chile. Mr Churkin is young to be an ambassador, but Santiago is none the less almost as far from Moscow as it is possible to be.

The apparent priority given so far to relations with the developed West, and especially with the United States, is one aspect of foreign policy currently being debated. The other two relate to relations with the former Warsaw Pact countries and with the former Soviet republics.

CIS ministers fall out over nuclear arms

FROM MICHAEL EVANS IN BRUSSELS

RUSSIAN and Ukrainian defence ministers were at loggerheads yesterday after a serious disagreement over the destruction of former Soviet tactical nuclear weapons. The disagreement erupted at the first meeting of defence ministers from Nato, Eastern Europe, the former Soviet republics and the Baltic states.

Ukraine refused to continue with the shipment of tactical weapons from its territory to Russia until Moscow agreed to international controls over the destruction of the systems. However, Russia said the agreement signed by the 11 members of the Commonwealth of Independent

States (CIS) on nuclear weapons made no mention of international controls.

The meeting's communiqué was about a new partnership between old enemies. The main talking point however was the lack of co-operation between Russia and Ukraine. Sitting in rooms in Nato's executive offices, the Ukrainian and Russian defence ministers continued to argue their case.

Colonel-General Pavel Grachev, Russia's first deputy defence minister, accused Ukraine of breaking its agreement to ship all tactical nuclear weapons to Russia by July 1. Ukraine suspended

the withdrawals after 57 per cent of the systems had been transported to Russia.

The minister said there was "not a single word" about international controls in the CIS agreement signed on December 21. He said he had assured Richard Cheney, the American defence secretary, and other Nato ministers, that the matter would be resolved.

However, down the corridor, Colonel-General Konstantin Morozov, the Ukrainian defence minister, insisted that there would be no further withdrawals of tactical weapons to Russia until there was "honest and full implementation" of the CIS agreement. He said it had been quite clear that Ukraine would "liquidate" its tactical nuclear weapons under international control.

Colonel-General Morozov indicated a possible compromise by having other CIS members monitoring the destruction. He said he wanted Ukraine to monitor the "disassembling" of the tactical systems to ensure that the warheads were properly removed. He refused to say how many tactical warheads remained in Ukraine.

Clyde Kull, the Estonian ambassador to Nato, called for Western help in providing patrol boats, infra-red devices and border guard equipment, after the discovery of an illegal arms shipment at the port of Tallinn bound for Britain. He said Nato help was needed to stop Estonia becoming a transit point for arms, drugs and strategic materials from Russia to the West. An Estonian official said that three containers of 15,000 automatic Makhov military pistols had been seized.

Juri Luik, head of the political department of the Estonian foreign ministry, said that the guns were bound for "a shadow company" in Finland and then to a company in Britain which he named.

The shipment, marked as sports guns, included ammunition and had come from a Russian military factory at Jevsk, north of Moscow. He indicated the "end user" might have been the IRA. "We informed the British authorities," he said.

Tom King, the defence secretary, said he was concerned to see that any future shipments would be controlled and promised to talk to the Estonian authorities. "The risk of terrorism is very real and the secure control of weapons is very important."

Ukraine asks West to destroy weapons

FROM ROBERT SEELY IN KIEV

PRESIDENT Kravchuk of Ukraine says he is willing for all nuclear weapons on Ukrainian soil to be destroyed in Western countries, to speed nuclear disarmament in the former Soviet Union.

His offer was made in an interview with *The Times* and comes as Ukraine looks likely to miss its self-imposed deadline to transfer all 2,500 tactical nuclear weapons in the republic to Russia by July 1.

Mr Kravchuk said the proposal had been prompted by the lack of "firm certainty" that the weapons were being stored or dismantled safely in Russia, after a series of reports that Soviet uranium had been offered on sale in western Europe.

Mr Kravchuk said: "If uranium is being sold I'm afraid that a bomb might just as easily be sold. Each weapon has an inventory number on it and I don't want the blame to be shifted to Ukraine. I don't want people to say: 'Look that bomb comes from Ukraine'."

He offered either to destroy the warheads in a special new processing plant to be sited in Ukraine, or to hand them to Western governments or international organisations for dismantling.

"These weapons can be destroyed on the territories of other countries provided that there is corresponding international control. It is not important where the weapons are, but that they are destroyed," the president said.

Although geographically the largest state within Europe, with a population



Kravchuk hastening nuclear disarmament

Man in the News

Warrior searches for worldwide role

FROM IAN MURRAY IN BONN

VOLKER Rühle, who takes control of Nato's largest frontline army from today, is considering splitting Germany's huge defence ministry.

Herr Rühle, who sees his new job as defence minister as a stepping stone to the foreign ministry and even the chancellor, wants to make a name for himself by bringing the unwieldy and increasingly obsolete ministry under much tighter control. Built in the grounds of an old military camp on the edge of Bonn, the ministry's skyscraper on the Hardthöhe is the headquarters for 5,000 civil servants. At the height of the Cold War, they were needed to administer a largely conscript army of close on half a million men.

The cumbersome structure of the ministry contributed to the fall of Gerhard Stoltenberg, who resigned as minister in disgrace on Tuesday because he had failed to en-

sure observance of a Bundes-tag order banning the export of armoured tanks to Turkey. Herr Stoltenberg stepped down still protesting his innocence, insisting to the end that he did not know what was going on inside his own ministry.

As a result of the end of the Cold War the size of the army is being slashed to 370,000 and, if Herr Rühle has his way, it will be made available to serve the cause of peace worldwide. The role of the Hardthöhe would change from that of a powerful machine running a defensive monolith to a high-tech operation co-ordinating a significantly smaller mobile force. Such a change would be welcomed by many of the military, whose morale has been sapped by cuts.

Herr Rühle, a staunch Nato supporter and Atlanticist, has been in the forefront of efforts to change the constitution so

that German forces may serve outside the Nato region. There is no hope at present of mustering the necessary Bundes-tag majority to make this possible, but the new minister remains determined to try.

He wants to see his country playing a more positive role worldwide, rather than concentrating on the East-West relations which have tended to dominate Bonn's foreign policy under Hans-Dietrich Genscher, the liberal Free Democrat who has served as foreign minister since 1974.

Herr Rühle, aged 49, has criticised Herr Genscher, who is 65, for spending too much of his time in office "sitting on sofas next to people like Brezhnev and Gromyko", and he has impressed Helmut Kohl, the chancellor, with his argument that the foreign ministry is too important to be turned into a Free Democrat sinecure.



Bridging the gap: a Serb woman making a point to a Bosnian policeman in Sarajevo during a police rally in the capital of Bosnia-Herzegovina called in protest against the divisive actions of Serbs in the multinational force. Despite a truce signed in Brus-

sels early yesterday by leaders of Bosnia's rival Serb, Croat and Muslim communities, clashes erupted again in Bosnia-Herzegovina and Croatia claiming the lives of at least six people. While fighting in Croatia entered its tenth month, leaders of the

six republics which used to make up Yugoslavia gathered at a meeting chaired by Lord Carrington in Brussels yesterday to seek a permanent solution to the Balkan confrontation. They made progress on restarting trade with each other.

Cresson hangs on as prime minister

FROM PHILIP JACOBSON IN PARIS

AFTER a day of high drama and low farce, Edith Cresson yesterday appeared to be hanging on as prime minister of France in defiance of the political odds that have marked her down for replacement by Pierre Bérégovoy, her finance minister. The doors of the Elysée Palace opened and closed incessantly on a stream of Socialist party notables summoned for discussions by President Mitterrand, while the press corps outside bayed for news.

With all sorts of rumours doing the rounds, one theory gaining ground was that Mme Cresson has been fighting with characteristic tena-

city to be allowed to stay on and lead the battered Socialists into the 1993 general elections. The coming and goings of her cabinet ministers, it was argued, reflected efforts to cobble up a new government team with greater appeal to the voters who so conspicuously rejected the party in the recent regional and communal elections.

Appropriately, Mme Cresson was the first to pay a call upon M Mitterrand, looking fresher and more confident than of late: she almost slipped back to her car afterwards, flashing a megawatt smile at the cameras. The mood in the Prime Minister's

offices at the Hôtel Matignon was positively festive.

Mme Cresson was followed into the Elysée by a significant part of her cabinet, ducking in and out of the courtyard like players in a farce by Georges Feydeau. In no particular order, came the ministers of defence, education, foreign affairs and finance — M Bérégovoy, looking solemn.

At one point, a cloud of smoke rose from one of the Elysée chimneys: could it be a sign that a new government had finally been formed? No, just a small fire in the basement: the press corps settled down again, reminding

themselves that yesterday was the occasion of *Poisson d'Avril*, the French version of April Fool Day.

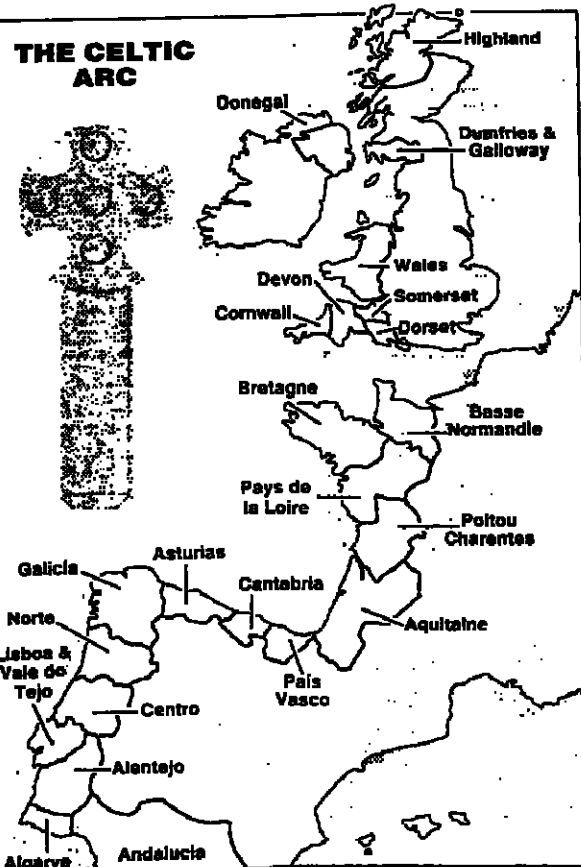
It was felt that the president must be greatly enjoying keeping the country on tenterhooks. Some thought it still possible that he could be persuaded to retain Mme Cresson, provided she can convince him that the coming election is not a lost cause.

It is no secret that M Bérégovoy, for all his solid and dependable qualities, does not strike M Mitterrand as the sort of leader able to retrieve the socialists' lost popularity, while an inspired cabinet reshuffle just might

have been the answer. Caught between respect for Moldova's newly won independence and concern for their ethnic kinsmen, have been working with Romania and Ukraine on a settlement based on non-interference in the republic's affairs. This would imply that Bucharest, which controlled most of the republic before 1940, would hold off from providing military support to Moldova's ethnic Romanian government, while Russia would refrain from backing the Slav administration in the east.

However, the Yeltsin administration has as yet been unable or unwilling to restrain the Cossacks, self-described heirs to the pre-revolutionary tradition of defending the wider borders of Imperial Russia.

Trade alliance binds together Celtic fringe



FROM THE Scottish Highlands to the Sierra Nevada of southern Spain, communities with a Celtic background are flexing their cultural and economic muscles to wrest investment from the European Community.

The loose alliance of more than 20 regions from Cape Wrath to the Golfo de Almería has become known as the Atlantic Arc. It is aimed at generating greater prosperity within the Celtic axis from Scotland to Ireland, Wales, southwest England and western France to Portugal and Spain.

Although the arc's power base is in Brittany, those who signed an agreement to co-operate in a campaign for economic and cultural self-help three years ago, hope that by representing more than 60 million people the arc will make up for the lack of strong regional government. The self-styled "blue banana" is set to challenge the "golden banana", which runs from Germany, through France to northern Italy.

Chris Claridge, of the Highland regional council,

There is a new and determined challenge to the investment and trading power of the EC, stretching from Scotland to Spain. Kerry Gill writes

said the arc was seen as a way of lobbying on a number of issues including fishing, transport, tourism and regional air services.

One signatory to the agreement was Devon county council, which has already seen concrete benefits. John Mitchell, assistant chief executive, said: "It is very much more than a concept. It is about regions, who saw a danger of investment going to places like London, Frankfurt and Milan, getting together and making sure they attract their share of the EC's wealth."

Mr Mitchell said the single most important issue was transport. The arc's role was to lobby for better direct links between the Celtic regions such as Devon and Pays de la Loire, or Galicia and Andalucía. Already their

lobbying has paid off with the introduction of Arcantel, a computerised information system to improve the flow of goods through ports. Plymouth was one of the pilot ports, along with Brest and Lisbon.

Other projects include training in shipping trades, essential for a group of predominantly maritime regions, and moves to increase trade with Africa and North America. Cultural exchanges have taken place within the arc but the underlying aim is the improvement of the regions' economy built on a common Celtic heritage. It is also a way in which the arc can stand on its own two feet instead of being shackled to the whims of the key economic and financial centres such as London, Paris and Madrid — a form of increasing economic devolution.

Mr Mitchell said: "The French took the lead in Atlantic Arc but it is our good luck that they did." French chambers of commerce were far more powerful than British.

Leading article, page 17

Wales

President Wales... the 1992 Euro... Prize has been... to Juliet Lodge... European... heads the European... research... University... prize for making... a Community... to the public.

Handwritten signature or mark.

Libyan marchers condemn sanctions

Gadafi threatens to turn off oil supply

BY CHRISTOPHER WALKER IN CAIRO AND MICHAEL BINYON

AS ANGRY anti-Western marchers yesterday in the streets of the Libyan capital, Tripoli, Colonel Muammar Gadafi threatened to use the powerful oil weapon in retaliation against the United Nations sanctions due to be imposed from April 15.

The Libyan leader, facing internal pressure to take a hard line told the Italian magazine, *Europeo*, that he would halt sales of oil and withdraw all business from those nations which obey the UN and impose sanctions against him. Experts said that Italy and France would be hardest hit if he carried through the oil threat.

"From now on the Libyan economy and politics march together," the colonel said at

his headquarters at Bab-Aziza. "Whoever does not support the cause of my people will not have anything, neither oil nor business."

Libya produces about 1.52 million barrels of crude per day, around 6.2 per cent of the output by the Organisation of Petroleum Exporting Countries. Diplomats have doubted that Libya would retaliate by cutting oil supplies as they bring in about 95 per cent of the country's income.

But senior Arab officials have been warning privately that the Libyan leader would hit out against the sanctions. "The embargo does not frighten us," Colonel Gadafi told *Europeo*. "In fact, we will twist it against those who want to impose it, France and England above all, which are simply pawns of the United States."

The Libyan news agency, Jana, reported that the anti-Western demonstrators, including students, marched to show their "anger and rejection of the unjust resolution adopted by the Atlantic alliance and formulated by the American administration, Britain and France."

Western diplomats were reported to have sought meetings with the Libyan government to try to end the slow-down on oil exports reported by nationals from a number of countries, including Britain, wanting to leave before the air embargo is imposed.

The Arab world reacted with unaccustomed unity in condemnation of the UN decision and officials privately continued to try and find the elusive compromise which would save the Libyan leader's face. Decided by Arab states as a hypocritical example of Western-imposed double standards against a weak Arab world, the UN resolution has forged a rare consensus among the 21 members of the Arab League, who said the proposed sanctions could have "dangerous consequences".

Esme Abdel-Meguid, the league's secretary-general, refused to answer questions. But Arab sources predicted that the sanctions would spread instability throughout the Middle East and whip up renewed Islamic fundamentalist fervour against any moderate Arab regime which might try to impose them.

Moderate Arab nations like Morocco joined radicals like Iraq to dismiss the sanctions as unjust and inappropriate to the alleged crime. Arab officials from a number of countries, especially those adjoining Libya, hinted they were unlikely to be fully implemented.

Nabil Sha'ath, a senior member of the Palestine Liberation Organisation, said he was exasperated by the "double standards" of the West in sponsoring UN sanctions on Libya but not against Israel. He said it was hypocritical and offensive that Chapter VII of the UN Charter, which authorises the imposition of sanctions, should be used against Iraq and now against Libya, but never against the Jewish state.

Diplomatic discussions were centred around ways in which the two Libyans, suspected of involvement in the Pan Am bombing over Lockerbie, might somehow be transferred indirectly to the West. But Arab League officials were reported to be reluctant to take responsibility for a handover which would be deeply unpopular in the Arab world.

The Libyan foreign ministry signalled that Libya remained ready to co-operate to reach a solution "based on the UN charter and the principles of international law".

Douglas Hurd, the foreign secretary, said on BBC television yesterday that the pressures on Colonel Gadafi were building up "steadily but relentlessly". Britain was not going to forget about the case or let it go, but would have to wait and see what happened after April 15.

The Foreign Office yesterday issued a new travel advisory to the 5,000 British residents in Libya, underlining its warning of last month that they should leave the country before the UN air embargo comes into force.



Hands-on approach: former Israeli Labour party leader Shimon Peres hugs a supporter as he awaits results in the party's first-ever primaries yesterday

Israel accused of routine torture

FROM RICHARD BEESTON IN JERUSALEM

AT LEAST 5,000 Palestinian detainees a year face regular torture during interrogation by Israeli security forces, an Israeli human rights group charged yesterday.

In a report published here, the respected B'Tselem organisation, which monitors human rights violations in the Israeli-occupied territories, said that army, police and intelligence interrogators frequently tie up their prisoners for long periods, beat them and deprive them of sleep, in clear violation of the International Convention

Against Torture that was ratified by Israel last year.

"We estimate that over the past year, at least 5,000 persons have been interrogated using these methods," said the report's co-author, Professor Stanley Cohen of the Hebrew University. "These methods have become so routine that detainees hardly bother to complain about them any more."

Professor Cohen said that unlike Syria, Iraq or Guatemala, where more serious violations occurred, Israel used the language of democracy to

anaesthetise the public into believing that something was being done when in fact there was still little control over the activities of the security forces, particularly that of the intelligence service Shin Bet.

The organisation said that it was particularly concerned that few, if any, improvements had been introduced to interrogation techniques used by Israel in the West Bank and Gaza Strip, in spite of similar findings revealed by B'Tselem in last year's report, which led to a series of official enquiries.

Angolan soldiers demob in style

FROM SAM KILEY IN LUENA, EASTERN ANGOLA

THE first Angolan soldiers to be demobilised in the Angolan peace process cheered the generals against whom they had fought a bitter 16-year civil war and broke ranks to turn their parade ground into an impromptu discotheque.

In front of a delighted Margaret Anstee, the most senior official from the United Nations in Angola, and international observers here on Tuesday, the battle-weary soldiers made no effort to hide their joy at leaving the armed forces as they whirled about the parade ground.

After weeks of bickering between the National Union for Total Independence of Angola (Unita) and the government, the start of the demobilisation of the 80,000 registered guerrillas and soldiers is the first sign that peace might hold. But they return to civilian life without much prospect of employment or retraining.

Nevertheless, although the 1,000 soldiers who were handed about 110,000 kwanzas (£58) plus a plastic bag with a change of civilian clothes, had defended Luena in the 45-day Unita siege before the peace accord last May, they showed little bitterness to their former enemies.

In contrast, the 30 Unita guerrillas standing embarrased on their parade ground as fighters still with the rebel army sang songs of praise to Dr Jonas Savimbi, their leader, greeted their departure from Unita with moody resignation.

General Ushie Unimna, the UN commander in Angola, said at the demobilisation ceremony: "It is essential to offer some hope of training and employment to the demobilised men. They will feel lost and frightened in the outside world. We have to make sure that the demob process goes ahead as planned and is successful or we will be just joking about peace," he said.

Angola has been allocated between \$60 million (£35 million) and \$70 million by the UN to help with military monitoring, some reconstruction and elections this year. But UN officials compare this with the \$2 billion being spent on the Cambodian peace process, the \$600 million on Yugoslavia, or the \$430 million given to smooth Namibia's path to independence from South Africa in 1990.

Six die as township fighting erupts

Johannesburg: South African troops in armoured vehicles were deployed in an embattled black township yesterday after at least six people were killed and 23 wounded in heavy fighting between supporters of the African National Congress and the Inkatha Freedom party (Gavin Bell writes).

The superintendent of the main clinic in Alexandra, on the east side of Johannesburg, described the clashes with guns, petrol bombs and spears as the bloodiest and most sustained for six years. The victims included an off-duty policeman.

Tax drive

Peking: China's leaders have declared April as "tax propaganda month" in an effort to stop people beating up tax collectors. The publicity drive has been launched "to enhance people's sense of paying taxes," the New China News Agency said. (Reuters)

Child sex rises

Bangkok: More children are being forced into prostitution in Thailand because of a belief that younger sex partners may be free of Aids, officials said. But they said that 70 to 80 per cent of all young girls forced into prostitution were infected with it. (Reuters)

Pledge given

Delhi: The embarrassed Congress (I) government has pledged in parliament that it would "vigorously pursue" investigations into the 1986 Bofors bribery scandal which forced the resignation of Madhavsinh Solanki, its foreign minister. (AFP)

Killer convicted

Lima: An army lieutenant was given a six-year jail term, subject to approval by a higher court, for killing at least 30 peasants in 1985. Officials said this was the first time a Peruvian officer had been found guilty of human rights violations. (AP)

Weeding out

Nicosia: An Iranian review body dominated by President Rafsanjani has disqualified a third of the candidates for parliamentary elections on April 10. Radicals complained that many of the 1,100 rejected were opponents of the president. (AP)

Ship barred

Papeete: French authorities have barred the Greenpeace flagship, Rainbow Warrior II, from refuelling in Tahiti after its failed attempt to protest against nuclear testing in the Pacific. The ship is heading for the Cook Islands. (AFP)

Bomb removed

Mexico City: A gift-wrapped bomb was removed from the offices of a Spanish travel agency here. A police spokesman was unable to comment when asked if the bomb might be linked to Eta, the Spanish Basque separatist movement. (Reuters)

Plan unveiled

Singapore: Seeking to develop an economy based on information and computers, Singapore unveiled a plan to turn it into an electronic island state with an advanced information infrastructure within 15 years. (Reuters)

Beaming ahead

Istanbul: Turkey, keen to win the hearts and minds of its Turkish cousins on the ancient Silk Road, began testing a new satellite television channel hoping to beat Iran to become "Central Asia's window to the world". (Reuters)

Vermont rejects Clinton

FROM PETER STOTHARD IN NEW YORK

BILL Clinton comforts himself each morning with the thought that the campaign cannot get any worse than this — can it?

Yesterday he lost the Vermont caucus race, coming in a weak third behind Jerry Brown (46 per cent) and the "don't knows" (25 per cent); his 17 per cent support was only eight points above Paul Tsongas, who gave up the battle more than a week ago. The latest opinion poll cuts his lead over Mr Brown from 20 points to nine.

Vermont is a tiny state with a reputation for bloody-mindedness. The Clinton team wrote it off their travel schedule long ago. The result, however, was not written off so easily on a day when the Arkansas governor was once again pilloried by the New York media and plagued by doubts about his honesty.

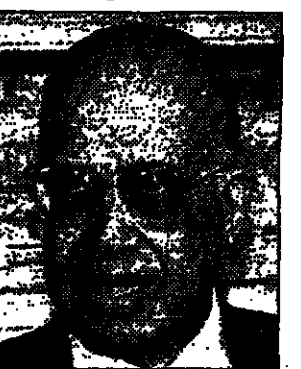
According to the New York Post columnist, Mike McAlary, "Bill Clinton has done more to bring the people of New York together than any politician in modern history: everywhere you go people say the same thing: he's too big a lie to swallow."

The newspapers cite a daily litany of alleged deceptions over Jennifer Flowers, Hillary Clinton's business interest, marijuana use, and corrupt campaign contributions.

Mr McAlary exaggerates: that is his job. He is a close friend of the New York governor, Mario Cuomo's family: the Cuomos feel about the same goodwill to Clintons as Jets to Sharks. But the cumulative impact in New York is clear enough. Tell an off-worker that the crush of cameramen is for Bill Clinton and she looks as though she will throw up in her bag.

Mr Clinton's response is to debate with Mr Brown and attempt to show himself to television audiences. On Tuesday the candidates discussed "urban issues" — today's euphemism for Aids, homelessness, drugs and drive-by shootings. The result, according to the mostly black borough mayors who listened, was stalemate. Both said the words their audience wanted to hear — "more money".

Mr Clinton said his "yeses" cautiously: Mr Brown said his "yeses" with contemptuous speed. Neither met the streetwise standards of New York whose columnist, Gail Collins, spoke of "two country boys lost in the city".



Meguid: Arab League showing rare unity

Zimbabweans stampede for food

President Mugabe's political future is at risk after exacerbating food shortages by making policy mistakes, Jan Raath writes from Harare

ZIMBABWE'S drought and food shortages have become so critical that they have begun sparking off violence. At Nkulumane township in the western city of Bulawayo, mobs smashed the windows of a store as they stampeded to get at a small stock of maize meal, the city's daily newspaper reported yesterday.

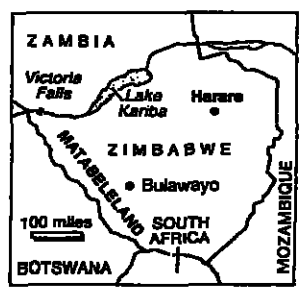
Violence has been expected after three weeks of drastically rationed supplies of maize meal, the affordable basic diet of nearly all of Zimbabwe's 11 million people. In urban areas all over the country, thousands of people spend days on end waiting outside supermarkets and stores for the arrival of a truck delivering meal.

Drought is ravaging crops throughout southern Africa this year, and the rainy season, from November to March, failed to materialise in many parts of Zimbabwe. But it is not just drought and widespread crop failure that is to blame. The government

was warned by the United Nations Food and Agriculture Organisation in July last year that low maize production — the result of farmers abandoning maize growing because of poor state-controlled prices — would see stocks run out early in the year. President Mugabe dismissed the warnings.

The food situation has thrown the country into a political dilemma which Western diplomats say poses a severe threat to the continuing rule of Mr Mugabe's Zanu party. Looking tired and strained, he went on holiday on Monday to Ireland leaving the nation in the care of Joshua Nkomo, the vice-president.

Urban areas offer some bread as an expensive substitute to *sadza*, the sticky porridge made from the maize meal. But in the rural areas there are few alternatives. Ziana, the national news agency, reported from Muzarabani in the north that villagers were reduced to a diet of silt and the pith of the fruit of the baobab tree.



Innocent Kaseke, acting national executive of Christian Care, the largest charitable body involved in famine relief, says there have been reports of starvation. "In a matter of a few months we will be experiencing the problems that we have seen in Ethiopia," he said.

Senior grain industry sources say stocks of Zimbabwean-grown maize have run out.

Blackout stopped: Zimbabwe has been reeling temporarily from severely disruptive power cuts due to be introduced tomorrow to conserve the little electrical power available following a record low flow of water in the Zambezi river harnessed by the Kariba power station. The national power utility said it had made a last-minute agreement with Zambia and Zaire to import 240 megawatts from their respective national grids for one month.

Leading article, page 17

Setback for Li Peng as deputies amend report

FROM CATHERINE SAMPSON IN PEKING

LI PENG, the Chinese prime minister, has suffered a blow to his prestige in the parliamentary presidium, which has revised his government work report, adding a controversial commitment to fight against left-wing cadres or hardliners.

The issue of "leftism" has become the centre of a fierce power struggle, in which Deng Xiaoping, the senior leader, has emerged from semi-retirement to attempt to silence radical reformers who oppose radical reform. Since the annual session of the National People's Congress opened almost two weeks ago, the already unpopular prime minister has been under fire from Mr Deng's supporters for his failure to endorse Mr Deng's attacks on hardliners.

The Peking-backed *Da Gong Bao* newspaper, published in Hong Kong, yesterday reported that the praesidium had added a sentence to Mr Li's work report before approving it, attacking the left wing. Mr Deng is one of the members of the praesidium, but he is not known to have attended any of the meetings.

The newspaper said that some deputies attending the meetings were dissatisfied with Mr Li's work report, because it did not include Mr Deng's phrase about resisting leftism. The final version of the work report, which will be voted on in secret ballot by all parliamentary deputies tomorrow, has not yet been released.

Analysts believe that if there are a large number of votes opposing the work report, or substantial revisions are made to it, this will be seen as a vote of no confidence in Mr Li.

Walesa pays respect

President Walesa yesterday visited the former Dachau concentration camp where thousands of Poles died at the hands of the Nazis during the second world war. Visibly moved at the start of his five-day visit to Germany, he said: "It is our duty as citizens of Europe always to remember that people were killed here."

The 1992 European Women's Prize has been awarded to Juliet Lodge, who teaches European integration and heads the European Community research unit at Hull University. She was given the prize for making the European Community better known to the public.

The evangelist Billy Graham has arrived in North Korea for a five-day visit during

which he will preach at new Protestant and Catholic churches. Mr Graham, said it was the first time an outside evangelist had been invited to preach in North Korea since the peninsula was divided after the second world war.

Leonette Scott, who played Tisha in the film *Boys n the Hood*, has been placed on probation for four years for carrying cocaine on an American domestic flight.

Jazz saxophonist Branford Marsalis, who takes over in May as musical director of *The Tonight Show*, has written a new theme song for the late-night NBC talk show, but said: "It's not listed in my top 20 favourite songs, but it suits the purpose."

Junta troika keeps its peace on Falklands war

Leopoldo Galtieri and his generals still refuse to talk about Argentina's war with Britain, Gabriella Gaminini writes in Buenos Aires

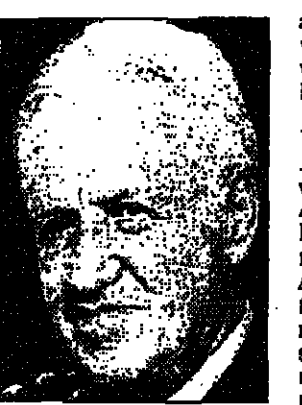
General Galtieri, aged 67, was tried and sentenced to 12 years imprisonment for "mismanagement of the war", he only spent six years in jail and is now a free man and lives a quiet life on a military pension of \$1,600 (£941) a month.

An amnesty issued by President Menem in December 1990 to all military officers accused of human rights violations during the dictatorship of the 1970s and the early 1980s, included General Galtieri's mismanaged war. Also freed in the amnesty were General Jorge Anaya of the navy,

and Basilio Lami-Dozo of the air force, who made up the trio of the junta which ruled Argentina at the time of the conflict.

While Argentine justice has absolved General Galtieri, many still hold him responsible for a war Argentina could never hope to win. "People around here do not really say hello to him. He is regarded as a man who risked many of our young soldiers' lives and led us into a war which we could never win," said a shop owner.

Local historians and analysts claim that General Galtieri sent his troops to



Galtieri: quiet life and no interviews

already other military heads vying for his presidency, while economic problems beset the government.

It is also thought that much of the pressure for war came from General Anaya who is believed to have planned the invasion months before. General Anaya has also refused interviews and lives in retirement in the Buenos Aires suburb of Martinez. He has never explained his involvement either.

"The navy prefers him not to talk because his very nationalist feelings are no longer what we want to express," said a navy spokesman.

The air force's General Basilio Lami-Dozo has also refused to speak about the war, but he was always considered to be the most moderate of the junta trio. The

Malvinas, the name used by Argentina for the Falklands, have always been a very sensitive issue, arousing nationalist feelings.

The government of President Menem now considers the war a mistake. Señor Menem said he would continue to press for Argentine sovereignty, but through diplomacy. "I am fully responsible for the amnesty which freed military leaders. But I disagree with the way the country was led into war," he said.

A foreign ministry official said: "We had nothing to do with the decisions of the military leadership. We consider the war a bad memory, something which set back any negotiations we could have had, by years. We have made a complete break from the past."

Simon Jenkins, page 16

Ten years on: a re-examination of the political failures that led to the Falklands war

A very British cover-up

Simon Jenkins on how the Franks report let the government off the hook over the Argentine invasion

Of all professions, politics learns least from its mistakes. The Falklands war began ten years ago today. A thousand lessons have been drawn from it, lessons about military tactics, naval equipment, press censorship. But on the extraordinary question of how this extraordinary war was ever allowed to happen, there has been silence. In the aftermath of victory, the British government asked Lord Franks to report on its performance. His famous exoneration was duly received and the matter considered closed.

When I first studied the Falklands conflict in 1982, I concluded that on balance the sending of the task force was justified. Inhabited territory is the most treasured political commodity. Its sovereignty should not be changed by military aggression. If means exist to rectify aggression without disproportionate cost, then the state is right to employ them.

Today slightly different arguments would be used. Powerful states owe it to world order to resist expansionist dictators, be they Argentinian or Iraqi. British action restored self-determination in the Falklands (and incidentally in Argentina). Thus it was justified.

The question of proportionality is harder. Britain came ominously close to losing the Falklands war, or at least to being thrown wholly upon America's military charity. As military strategists have since admitted, the venture was reckless and the risk to the democratic cause considerable. But victory makes every pessimist a traitor and every opportunist a hero.

What cannot be sustained is the Franks committee's exoneration of the politicians. His famous final words were: "We conclude that we would not be justified in attaching any criticism or blame to the present government for the Argentine junta's decision to commit its act of unprovoked aggression in the invasion of the Falkland Islands on 2 April 1982."

What have ten years done to that conclusion? It was written in the heat of victory and the authors saw no virtue in punctuating military glory. It took its evidence on Argentine motives and strategy only from the British Foreign Office. This evidence indicated, ludicrously, that the invasion was dreamed up by the junta overnight on March 30 or 31. Thus Franks was able to present it as a bolt from the blue, unpredictable and unpreventable. Seldom can a committee have so wilfully decided to fool itself.

Even when Franks was sitting, material on the Argentine invasion plan was emerging. In the past ten years this material has become a flood. Some 80 books have been devoted to the war in whole or part, along with a similar number of reports and articles, roughly a third of them from the Argentine side. Admirals Lombardo, Anaya and Busser have all contributed explanations and apologies, as has the Buenos Aires foreign minister, Costa Mendes. Judicial enquiries in Buenos Aires have been exhaustive and, on the whole, objective.

The Falklands war is rare among modern conflicts in the degree of self-examination by both sides. We can now watch action and reaction moving towards parallel crises in London and Buenos Aires in those early months of 1982.

That the Argentine invasion was, as Franks says, "unprovoked" is both true and beside the point. It would not have happened without a serious breakdown in British diplomatic and military co-ordination in the later months of 1981, followed by an equally serious failure of reactive intelligence in March 1982. These deficiencies were aggravated by a Whitehall climate in which ministers felt unable to convey their worries frankly to Downing Street.

Britain knew at the time that Argentina had no scruple about using force to seize the Falklands. But Argentine plans to do so, dating from the early 1970s, were always based on careful assessment of Britain's response. This assessment changed in 1981 with the withdrawal of HMS Endurance, the running down of the surface fleet and the willingness of the Foreign Office to consider "leasing" the islands from Argentina.

No Argentine assessment considered that Britain would send a fleet to recapture them, nor did any British navy plan consider such an operation in advance of the task force. A defence ministry paper on the subject early in 1982 dismissed recapture as near inconceivable. Even when seizure was imminent, nobody in Downing Street suggested an ultimatum threatening recapture. Not until the invasion was an accomplished fact and the First Sea Lord volunteered his fleet did war become a serious option. The left often accused Margaret Thatcher of deliberately "drawing Calvert into the pincer". This is absurd, but Costa Mendes could be forgiven for later thinking otherwise.

We now know that there were two quite separate Argentine invasion plans. Operation Azul (renamed Rosario) was under the control of Admiral Lombardo, on the orders of Anaya, and was for a full amphibious assault on the Falklands in spring/summer 1982. Detailed planning of Azul commenced in December 1981 and moved into top gear when Britain merely protested at Buenos Aires' belligerent communiqué of March 2, 1982, following the breakdown of talks on Falklands leaseback in New York.

The March 2 communiqué was a clear signal from Buenos Aires of trouble, even after Costa Mendes had doctored it to avoid alerting British intelligence. Such Argentine military crossed a specific threshold to invasion mentioned in a British Joint Intelligence Committee (JIC) assessment of July 1981. The Foreign Office minute on that assessment clearly told ministers that they now had either to negotiate in good faith on leaseback or fortify the islands against likely invasion in 1982.

It is clear from Franks (and from my enquiries) that FO officials



The Franks Report Falkland Islands Review

Presented to Parliament by
the Prime Minister by
Command of Her Majesty

were frantic at Lord Carrington's failure to persuade his cabinet colleagues to resolve this dilemma. So worried were they that they laid out details of a remarkably similar crisis in 1977, which led James Callaghan and David Owen to deploy a submarine in the South Atlantic against possible invasion. Evidence from Buenos Aires indicates that such a deployment, if revealed, would instantly have aborted any invasion. The Argentine navy, however warlike, had a terror of British submarines — witness its reaction to the Belgrano sinking. Lord Carrington merely remarked that he "did not have anything like enough evidence to get a submarine out of defence". The climate had changed, since Lord Callaghan's day.

From now on, each move, or failure to move, in London was monitored by the Operation Azul planning team in Argentina. This was no rush to war. It was a case of two nations trying to read one another's minds as they hoped for the best and failed to prepare for the worst. Britain's failure both to fortify the Falklands in 1981 and to react emphatically at the start of March 1982 was read as lack of commitment to the islands. (What Buenos Aires did not assess was how that commitment might change had Lord Carrington made an issue of submarine deployment, it is hard to believe Mrs Thatcher would not have backed him against a reluctant MoD. On March 3 she annotated a note on the breakdown of the New York

talks, "we must make contingency plans". Five days later, she even asked John Nott, the defence secretary, about deployment. Nothing was done. Since nobody was pressing her (as David Owen had pressed Callaghan in 1977), she can perhaps be forgiven for not pressing anybody herself. But Lord Callaghan's comment is hard to dispute: "This was a war that need never have happened if proper precautions had been made."

From this point on, a syndrome known to American analysts as cognitive dissonance came into play in London. As the Argentines became more and more convinced that Britain did not care about the Falklands, the JIC watched its alarming July 1981 assessment unfolding to plan. There would be a loss of Argentine patience, then belligerent noises from Buenos Aires, then trial landings on lesser islands, then a possible direct assault later in the year. The assessment impressively reflected the actual contents of Operation Azul (dated for May 15-July). Yet as each threshold was crossed, the JIC never felt obliged to sound an alarm. Analysts do not show alarm: that is for ministers.

Dissonance now set in. The intelligence hierarchy began to deny evidence that its scenario might be right in content but wrong in timing — the occupational disease of all espionage. A letter of March 2 from Colonel Love, Britain's defence attaché in Buenos Aires (who came closest to alerting London of Azul's existence) was comprehensively dismissed. The MoD saw him as part of the "Endurance lobby", having been put up to it by the FO. The FO (whose officials emerge with least discredit from this period) saw him as merely confirming their own fears and the impotence of their ministers.

However, in mid-March both the JIC assessment and Lombardo's Operation Azul collapsed together. What caused the collapse was Admiral Anaya's double-crossing of his colleague, Lombardo. Another long-standing Argentine navy plan, Operation Alpha, was directed at covertly occupying South Georgia under "scrap merchant" cover. This was timed for March/April. Marines would land and wait to see how Britain reacted. It was a "back door" invasion of the Falklands.

When Lombardo was told to proceed with Azul in January, he asked Anaya to promise to cancel Alpha. Clearly any crisis of South Georgia could lead Britain to reinforce the Falklands, deploy a submarine and forestall an invasion that Argentina knew had to be bloodless to be internationally acceptable. "One can't have Georgias in April and Falklands in July," Lombardo said emphatically.

Anaya's self-confidence was his undoing. Unwilling to upset the naval intelligence unit already planning Alpha, Anaya allowed the Constantine Davidoff scrap metal operation to go ahead on

March 19 with a landing at Leith. Lombardo, then still on holiday in Uruguay, was appalled, raced back to his office and was told on March 22 to bring Azul forward from May 15 to the end of March. Anaya had realised that a British submarine deployment might come at any time.

Britain's response on March 20 was the reverse of that of March 2, but just as influential in Buenos Aires. HMS Endurance was immediately sent from the Falklands to South Georgia to clear the "scrap merchants". This succeeded both in raising the diplomatic temperature and in leaving the Falklands unprotected by sea. Since Argentine planning required no bloodshed, this withdrawal of cover left Buenos Aires delighted.

More serious, within a week news was leaked that a nuclear submarine was being sent south from Gibraltar. The MoD was proud of this (inaccurate) leak. Yet it was incomprehensible in the light of current intelligence. The FO minister, Sir Richard Luce, says his secretary was physically sick when he heard it. A nuclear submarine was declared to be on its way; yet was not there. The junta was now under intense political pressure domestically and needed no further invitation. Azul was renamed Rosario, and on March 26 the invasion was given final approval.

It is now clear that British ministers should have taken the opposite decisions. They should have left the Alpha incursion on South Georgia undisturbed for the time being. They should have sent a submarine secretly but publicly, and they should not have moved Endurance from Port Stanley. By now there was enough intelligence, not least from Colonel Love and Endurance, indicating the feverish backwash of Operation Rosario. Yet every item of raw intelligence ran up against a wall of indifference in Whitehall.

Every historian of the period must beware of hindsight. Yet what must be remarkable is that at no point was Whitehall conducting diplomatic or military war games round the dispute in the South Atlantic. No interdepartmental committee was meeting. No navy planning existed. Most decisions were taken bilaterally between an individual department and Downing Street. It is ironic that Franks quotes a British intelligence report of March 24, loftily describing a complete lack of "central co-ordination of policy in Buenos Aires", which was suggested from several quarters. He made no such comment about Whitehall.

What is eerie in reading accounts of Argentinian officers after the event, is that there could be so much activity on one side of the Atlantic with so little knowledge of it on the other. On March 28, a battle fleet complete with carrier group put out to sea (albeit under cover of "exercises") to attack a NATO power. In Buenos Aires, the British embassy, whose warnings had been disregarded by ministers, was busily documenting prior to evacuation. Yet a fully staffed CIA station there was silent throughout.

By March 30, American signals monitors and Endurance intercepts were passing back to Cheltenham alarming news of activity. Yet on April 1, with an armada by

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then plainly advancing on British territory, dissonance was so complete that Cabinet Office staff were telling a frantic Foreign Office official to "get your minister off our backs" about the Falklands. Parallels with Pearl Harbour are not fanciful.

No, hindsight is not too harsh a judge. In retrospect John Nott told him it was under threat. In retrospect, Lord Carrington should have made more of an issue of Fortresses Falklands in September 1981, or of a submarine in March 1982. But both ministers had other fish to fry in a Whitehall culture hostile to both departments.

Criticism can equally be made of a prime minister who disliked her cabinet's overseas committee as much as Lord Callaghan had much as Lord Carrington. Downing Street (as now) seemed so in thrall to the Treasury that ministers did not feel it worth arguing for such costly policies as Fortresses Falklands. But Mrs Thatcher at least demanded "contingencies" in her March memorandum — and was not obeyed.

Fewer allowances can be made for the intelligence arm of government, notably the JIC under Sir Patrick Wright. It appears to have behaved not as a supplier of independent intelligence and advice to ministers, but as a mix of postman and poodle, postman of raw intelligence and poodle of Whitehall's various lobbies. The precautionary deployment of submarines might have been more alarming — in line with the growing alarm of their raw material.

The principle that the Foreign Office should chair the JIC was ended after the war. That body, staffed by soldiers and diplomats and short on lateral thinkers, had nothing like the clout it should have in the councils of government. It had least clout when overruled by five ministers, most of them inexperienced in the arcane of intelligence.

The world is left with the old story told by Clausewitz. Diplomacy and military deterrence, the stuff of politics, failed in their joint task of averting war. An aggressor was left believing he could succeed in his aggression. Franks was wrong. Britain could have predicted the invasion, taken steps to stop it and kept possession of the Falklands. For the past ten years this conundrum has remained unattacked. There has been no study of why a shooting war which neither party anticipated or really wanted was not prevented. The answer of the American John Adams is perhaps the best: that while all other sciences advance, that of government "is little better practised now than it was 3,000 years ago".

Politics offers few tools to study its processes. It concerns the interaction of people, in which prediction or prescription is no more than a branch of chaos theory. Before the Falklands war — and in contrast to the similar 1977 crisis — politicians failed to do what they are supposedly best at: talk to each other, worry each other and draw on each other's experiences. A murderous and avoidable little war was the result.

Michael Joseph today reissues *The Battle for the Falklands* by Max Hastings and Simon Jenkins (£25).



...and moreover
CRAIG BROWN

Why did no one ever warn me that watching politicians on television can be dangerous? I had been watching news programmes and election broadcasts for three weeks and there had been no after-effects whatsoever. I suppose in retrospect, I was probably watching rather too much of Roy Hattersley, and that I should have balanced him with a bit of Prescott or even a dash of Mellor. But it is so easy to be wise after the event...

And what an event! Oh, the horror of it! Save me! Save me! But first let me take a deep breath. I will now try to explain everything from the beginning. Yesterday morning, I woke at roughly the same time as I always do, feeling much the same as usual. It was a morning like any other, or so it seemed. I wondered to myself whether my wife would like a cup of tea. So far, so good. But as I started to ask her, I was horrified to discover the following words pouring out of my mouth:

"It goes without saying, and by all means correct me if I am wrong, though wrong I by no means conceive myself to be, and in the fullness of time we shall see for ourselves, that the options pertaining to your forthcoming morning inebriatory experience, clearly and simply expressed, are the following: either tea, that most underrated yet popular of beverages, or alternatively and on the other hand, that indubitably darker yet still immensely satisfying potation, namely coffee, freshly

brewed for preference." All the while, I could feel a knowing smile playing on my face. Hearing this unusual outburst, my wife, who had been asleep, turned in my direction. As she opened her eyes, a look of horror transformed her face.

"Oh my God!" she gasped. "Not Roy! You're Roy Hattersley! Aaaaagh! Get out! Get out!" Her terrified walls still echoing in my ears, I rushed to a mirror. The face that looked back at me was that of Roy Hattersley. How could this have happened? I had watched him three times on television the night before — once on *Question Time*, once on *Newsnight* and once in a party political broadcast — as well as on *BBC Breakfast Time* in the morning and on an all-party discussion programme in the afternoon. But no one had warned me that it would come to this. In desperation, I struggled to convince my wife that it was not Hattersley who stood before her, but me, her beloved husband, wrapped beneath an outer layer of Hattersley. But somehow the words came out all wrong.

"A little elucidation might very well be in order," I heard myself splutter in the familiar tones of Hattersley. Again that smug look flickered uncontrollably across my face. "For, contrary to popular belief — and popular belief can amount to an intolerable inconvenience to those whose decidedly more elitist, not to say sophisticated, angle prevents them from a

profoundly held understanding of —

"Shut up! Shut up!" screamed my wife. "I can't take any more! Out of my house, Hattersley! And don't you dare come back! And take all your profoundity and decidedness with you!"

Protesting loudly in words I would never have chosen "Charity obliges me to pass lightly over your more intemperate outbursts...". I found myself thrown out of my own house, to pace the countryside, alone and friendless, cloaked in the person of Roy Hattersley, perhaps forever.

At my approach, villagers I have known for years shy away from me, their faces racked with terror lest I shake their hands and engage them in election conversation. I have even found it difficult to buy food. No sooner have I begun asking for cornish pasties, perchance a veritable item of foodstuff that is both nutritious and delicious, a combination most satisfactory and, perhaps above all, tempting to my well-practised palate... than the shopkeeper has begun looking around for another customer to serve.

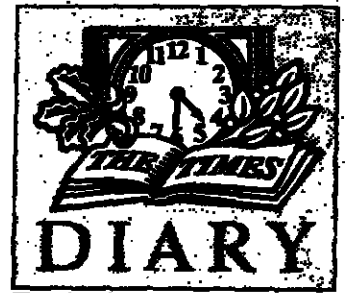
What odds? — or even...

WITH the Tories wobbling, so are the bookmakers. Yesterday for the first time, William Hill devised odds on just who will be leading the Tory party on December 31 this year. John Major remains favourite to hang on — but only just. The bookies offer no more than evens on the prime minister still being in command of his party come Christmas. Michael Heseltine is breathing down his neck at 2-1. Kenneth Clarke is at 5-2, and coming up on the outside at the comparatively short odds of 25-1 against is Margaret Thatcher.

But could it happen? Some of her supporters, while admitting they have not discussed the matter with the former prime minister, insist that it could. There are two possibilities. If the Tories lose and she declines a seat in the House of Lords, a Thatcher loyalist — perhaps an old trusty like Tom King — might stand down to allow her to return to the Commons at a by-election.

Alternatively, she might accept a peerage but then respond to a clamour for a change of leader by declaring her availability in the autumn and renouncing the peerage in the manner of Alec Douglas-Home. Now there's a thought. What odds on him making comeback?

Fresh from directing Labour's controversial broadcast on the health service, Mike Newell will be watching his latest production on BBC 2 this Sunday. A drama starring Miranda Richardson and Joan Plowright, it is called *Enchanted April*. Thanks at least in part to Newell's efforts, it looks increasingly as though for Labour supporters it will be.



Doctoring the charter

AS the Tories yesterday unveiled the Patient's Charter, a 60-year-old forerunner of the document has turned up in William Waldegrave's office — and critics of the health secretary's reforms should be grateful for the improvements. Dated 1930, the document now hangs outside the office of Waldegrave's colleague, Stephen Dorrell, the junior health minister. It does not worry itself with such irrelevancies as tender care. "Male patients are not to get into or out of bed (unless it is properly screened) when sister or nurse is in the ward." Patients must not sit up after 8.30pm, and all who are considered "able" are to rise at 6.15am for bedmaking. Patients are not to play games for money. "The infraction of any of these rules should render the patient liable to dismissal." It threatens — or, rather, promises. Expulsion would surely have come as a relief.

What goes next?

AFTER the rescue for the nation of his Holbein, fears are growing that Lord Cholmondeley may be preparing to set out his treasures from Houghton Hall, his Norfolk home. "It is clear the £10 million from the sale of the Holbein will not solve all the problems, and that

Lord Cholmondeley will have to consider other private treasuries with the nation. There is no specific plan yet, but we hope one success may be followed by another, not tomorrow but in the course of the year," says Charles Allsopp, chairman of Christie's.

Top of the auctioneers' list, many suspect, is Houghton Hall's furniture by William Kent, who designed all the interior fixtures and fittings when the house was built for Robert Walpole in 1722. "The collection is one of the most



important in Britain. The house is very special because it's all of one design, an ensemble" says Georgina Naylor from the National Heritage Memorial Fund. "Houghton mustn't be split up. It must be preserved for the nation."

Fooled you

NEIL KINNOCCK had more good news yesterday when an April Fool's prank led to the Tory candidate in his Islwyn constituency being disowned by his agent. Peter Bone, the candidate, yesterday published an opinion poll claiming that he was set to unseat Kinnock with a one per cent lead. Sheila Organ, his agent was unamused. "I must dissociate myself

from this," she said. "He published it without my knowledge."

The candidate is unrepentant. "I gave the odd hint in my press release that it was a spoof. I said that it was conducted by AFD Polls. That stood for April Fool's Day Polls and the spokesman, Ken A. Strapp, was obviously an anagram of prankster." But like Organ, Conservative Central Office failed to see the joke. "Mr Bone has a different sense of humour from our 644 other candidates," said a spokeswoman.

Despite his sense of humour, Bone, however, has been less than amused by the behaviour of his political opponents. "We have had phone calls from people saying they are Labour supporters threatening the safety of my children."

He does not blame Kinnock personally, but says: "It's a bunch of hotheads who think they are supporting Labour. One of our supporters who is 67, had a bedroom window smashed for displaying a poster. He has boarded the window so he can carry on displaying it." Labour officers yesterday insisted the intimidation was nothing to do with them. Andrew Bold, of the Welsh Labour party, said: "Obviously we dissociate ourselves from such behaviour."

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PROFITLESS TACTICS

How should those who do not want a Labour government vote? The answer is Conservative. Only in five seats could a tactical anti-Labour vote go for a Liberal Democrat in Blyth Valley, Islington South, Sheffield Hillsborough, Leeds West and Newcastle North. In these seats, the Tories have no realistic chance. Labour would lose them to the Liberal Democrats on an anti-Labour swing of 5 per cent. The fewer Labour MPs there are, the greater the chance that Neil Kinnock will not be the next prime minister.

Everywhere else, the only effective anti-Labour vote is a Conservative one. John Major and his colleagues yesterday grasped this unspoken notion. They managed with more passion than they have mustered for some time to warn lukewarm Tories of the perils of Paddy. The Liberal Democrats were a "Trojan Horse," Mr Major said. There were only two possible outcomes on April 9: a Tory government led by him or a Labour government led by Neil Kinnock. A vote for the Liberal Democrats was a "vote for Labour through the back door."

Tory candidates once learnt to lambast Liberals on their mothers' knees. The reason was that elections where the Liberals did well were elections that Labour won: October 1964 and both elections in 1974. Elections where the Liberals did badly were elections which the Tories won: October 1951 and June 1970. The lesson was clear: never be soft towards a centre party.

The 1980s were different. Labour set off on its Bennis Odyssey and Liberals and Social Democrats clearly split the anti-Tory vote. The more Liberals there were, the better it seemed to suit the Tories. Margaret Thatcher sailed to comfortable overall majorities on no more than 43 per cent of the popular vote, less than most of her predecessors. A few individual Tories were threatened by third force candidates, particularly in the South. But nationally, a split opposition admirably suited the Tory book.

This year is clearly different. Mr Kinnock's New Model Labour party has ditched the policies that put off its natural supporters while the Tory government is vulnerable to the hazards of longevity in office: accumu-

lated grievances, miscellaneous disappointments, incipient boredom, an underlying inclination to "throw the rascals out".

From the autumn on, Conservative Central Office has been putting it about that a Liberal Democrat vote of about 22 per cent would be ideal. At that level, the Liberal Democrats would take votes from Labour but not seats from the Tories — they hoped. This would have been true on the assumption that Liberal Democrat votes came equally from Labour and the Tories. That is no longer the case. According to Mori's panel poll in *The Sunday Times*, the Liberal Democrats have taken 130,000 votes net from Labour, but more than twice that, 290,000, from the Tories. Labour's poll ratings have remained flat, while the Liberal Democrats have gained two or three points.

There is not much joy for the Liberal Democrats in this. On national figures, they are not polling well enough to hold all their current seats, though local and regional concentrations of support may help them. The main beneficiaries of their advance will be Labour candidates, taking Tory seats on the back of a reduction in the Conservative vote. A majority Labour government is thus made more likely.

Alienated Conservatives tempted to vote Liberal Democrat may find plausible reasons for doing so. They may like some Liberal Democrat policies more than a Tory one. They may feel a large Liberal Democrat vote will moderate Labour policies in a hung parliament. They may even think in such a parliament, a Liberal Democrat block will keep the Tories in power but in desirable chains.

All this is self-deception. Every Tory deserting to the Liberal Democrats helps Labour to an overall majority. Even in a hung parliament, Mr Ashdown's current appearance of neutrality between the two main parties will count for nothing. The Liberal Democrats are likely to back Labour because only Labour will have any truck with proportional representation and a Scottish parliament. The result is the same in both cases: a Labour government. Those who want that should vote Labour. Those who do not should vote Tory.

SCARCELY ON TAP

Hungry mobs are rioting in Zimbabwe. Hospices will soon be banned again in much of southern England. Western states of America are angry with each other. The common element is water, or the lack of it. Nearly a quarter of all countries now have too little fresh water. Even rainy Britain is suffering its longest drought since 1745.

More merciful "gentle rain from heaven" would help. But that is hard to fix, even for witchdoctor rain-makers. Some scientists believe that global warming is already leading to less rain, and that what Britain is experiencing is a taste of more serious drought to come. If so, Britons must start valuing their water, not taking it for granted almost as they do the air they breathe.

At a United Nations conference in Dublin two months ago, representatives of 100 governments agreed that water must be treated as an economic good. Fresh water is finite and vulnerable to pollution. Too little of it causes disease as well as hunger, and is a fierce constraint on economic development. Yet huge amounts are wasted because its price does not reflect its value.

Irrigated agriculture accounts for about 80 per cent of all water used in the world. The UN estimates that in many schemes up to 60 per cent is lost on the way from the source to the plant. Grand irrigation projects are often so heavily subsidised that the crops they help to grow are worth less than the cost of bringing the water. Sometimes the schemes fail even to do the irrigation for which they were designed. Africa is littered with disastrous projects — dry canals, useless dams — that did little more than line the pockets of the officials who ordered them and the contractors who built them.

The shortage of water in Africa now threatens two-thirds of its population and is

likely to worsen. Boutros Boutros Ghali, the UN secretary-general, said in his former incarnation as Egypt's foreign minister that "the next war in our region will be over the waters of the Nile". The Aswan Dam has given Egypt almost total control over the Nile, the world's longest river. But that mastery will last only until countries upstream of Egypt decide to build dams for themselves. Ethiopia is the source of 85 per cent of Egypt's water. The politics of water may eventually become as cantankerous as the politics of oil.

As with energy conservation, frugality is the key. In Britain, 25 per cent of water leaks away before it even reaches the tap. And as charges for water are fixed, people use it carelessly. Industry has no incentive to recycle its water. More efficient distribution, more metering, and tougher regulation of industrial waste water would immediately help towards balancing supply and demand.

In America's western states, where water has become a leading political issue, a market has developed. Cities buy water rights from farmers who invest the money in improvements to irrigation in order to cut waste. In the Third World, the same needs to happen. Cities are overpopulated and undersupplied with fresh water. The lack of sanitation makes them fertile ground for disease. If those working the land were given an incentive to use their water more efficiently, urban dwellers would gain.

Water from the earth is a limited raw material like any other, and people should be encouraged to pay a proper price for it. Rain from the heavens may be free at the point of delivery, but it is no less valuable for that. If the right price is put on extracted ground-water, people will try harder to collect and use their rainwater.

ONION SAUCE

Men have gone to war over trivial symbols, from Helen's smile to red or white roses. But never before over an onion, which looks too humble a bulb to provoke such tears. The "onion war" in Brittany is the latest example of the militant protectionism of French farmers, who will use any means from violent demonstration to hijacking and arson in order to preserve a monopoly in their produce.

The *casus belli* is not the plump, purple onion, which, like the globe artichoke, grows plumper in Brittany than elsewhere on earth. The war is over a light brown onion, a cousin of the English shallot, which is also a speciality of that region. A British lorry, trying to deliver 20 tons of Turkish onions to supermarkets, has been waylaid by French farmers protesting at cheap (that is, cheaper than Breton) imports. They held the driver at gunpoint, while they poured the onions on the ground, squashed them with a tractor, and tipped manure on them. The lorry was set on fire and the farmers broke into a local packing plant to destroy yet more alien onions.

The French sales manager of the business then resigned, after death threats to his parents. The British vegetable supplier, which was in this case acting merely as the carrier of free trade, has lodged a claim for £2 million damages with the French government. Britain's agricultural minister has deployed the onions and protested vigorously to the French authorities, who have undertaken to police their highwaymen. And pigs will fly — that is, if they want to get into France without being prematurely roasted in a lorry by the side of the road.

Until now the onion has been a symbol of international harmony and free trade. For

more than a century French onion-sellers, known affectionately as Onion Johnnies, have been coming over in the onion boats after the harvest, and bicycling around the United Kingdom in their Breton and Basque berets, with strings of onions dangling from their handlebars like vegetable bandoliers. Britons never let their tyres down, not even in the onion-growing regions of the country.

Smart London kitchens improved their chic with plais of French onions and garlic. The Welsh found that they spoke a cognate language to that of the onion-sellers, and developed a passion for pickled onions. As Celts from the Scottish Highlands, through Wales and Brittany, down to southern Spain are forming an "Atlantic Arc" to campaign for maximum investment from the European Community, the onion could have been a symbol of Celtic unity rather than of protectionist strife.

Instead it has become the latest occasion for ugly and absurd violence against competition, which extends from lamb to the biter banana wars in the banana republics. There has not yet been a mint sauce war, only because no Frenchman would dream of putting anything as preposterous as mint sauce on roast lamb. The free market is the best garden: but it needs to be kept open for all gardeners, not reserved for feudal monopolists, even in berets. If full economic integration of the European Community next year means what it says, the French are going to have to put their revolting peasants in order. Like a rose, an onion is an onion is an onion, even if it comes from Turkey. If Breton onions are better, the way to prove that is in the market place, not the ambush.

Confusion over care for elderly

From Mr Frank H. Withers

Sir, The financing of the well-being of our country's elderly is a major problem that has not been solved. Although many people prefer not to think about it, most will have to face the problem for their relations and themselves at some time.

Less than a year after the present general election and the May local elections the government of the day and each local government will preside over a revolutionary change in the financing of many of the country's elderly.

On April 1, 1993, the "buck" is proposed to be passed from central government to local authorities to assess individual needs for all elderly people who need care and state financial support and who had not started to receive it before April. Local authorities will then arrange to meet the cost of the residential or nursing care for homes to which a local authority official decides to give a contract. That is unless the local authority official decides domiciliary care is practicable. Then, it appears, the local authority will, after the official's discussion with "users and carers", issue its directive as to where the elderly person will be sent if state financial support is needed.

In spite of this awesome responsibility and power proposed to be given to sometimes quite junior local authority officials, many of the details as to how the new regime is to operate have not been worked out. That has become clear in the efforts of a number of homes that have been attempting to find out the details under which they will be working in order to make investment and other business decisions.

Even more serious, it does not appear that sufficient consideration has been given to what happens to the residents of a good home that goes bankrupt because it does not receive, or loses, a contract from a local authority due to a change of council policy; the responsibilities and solutions of local authorities that run out of funds, for evictions of the elderly and damages for breach of contract; what is adequate domiciliary care and what would it cost; and why support appears to be being given to the creation of monopoly power and direction by officials in place of choice.

It would be helpful if the parties would make clear their solutions to this issue of the well-being of the elderly that will face us all. Yours faithfully, F. H. WITHERS (Chairman), North London and Hertfordshire Residential Care Homes Association, 87 Lyonsdown Road, New Barnet, Hertfordshire. March 27.

On thin ice

From the Leader of Richmond upon Thames Council

Sir, Contrary to your report today that "orange posters in Richmond remind the electorate of the deeply unpopular Liberal Democrat-controlled council", a recent Mori opinion survey in Richmond upon Thames showed that 61 per cent of the 840 residents sampled were satisfied with the way the council is running the borough, with 19 per cent dissatisfied. This survey was done in January, immediately following the closure of the privately-owned Richmond ice rink which your reporter suggests as a reason for the council's "unpopularity".

Yours faithfully, DAVID WILLIAMS, Leader, London Borough of Richmond upon Thames, York House, Richmond Road, Twickenham, Middlesex. March 31.

From Baroness Hamwee

Sir, Local people in Richmond and Barnes are well aware that the Liberal Democrat council was sad to see the closure of Richmond ice rink and that it has made strenuous efforts to help the owners find an alternative site. It had agreed the redevelopment of a council-owned swimming pool site, to incorporate a new ice rink, when central government stepped in and objected on traffic grounds. The then Conservative MP felt it was appropriate to refer the matter to Whitehall, who stopped a well worked up and detailed scheme.

The council continues to seek the building of a replacement and is in discussion with the National Skating Association to this end. No one can be surprised that a local authority cannot itself afford to build an ice rink to replace one which private operators could not keep open.

Yours faithfully, SALLY HAMWEE, House of Lords. March 31.

Promises, promises

From Mr J. A. Fowler

Sir, This morning I received a buff-coloured envelope marked "Election Communication" with nothing in it. An apt reflection of the campaign so far, I think.

Yours faithfully, J. A. FOWLER, Glenhill Cottage, 71 Liverpool Road, Walmer, Deal, Kent. March 30.

The need for an engineering 'Oscar'

From Mr Brian Warnes

Sir, The CBI article on British industry (Business, March 26) says: "The UK has roughly 1 per cent of the world's population, produces 4 per cent of world output and sells 5.6 per cent of world exports... If the UK could win an extra 1 per cent of world trade, increasing our manufactured exports about £10 billion a year, we would eliminate our trade deficit..."

Our share of the main manufacturing countries' exports rose from 7.9 per cent in 1985 to 8.7 per cent in 1990, reversing 40 years of steady decline. Growth in UK value added per employee in the Eighties was second only to Japan.

At the centre of these achievements lie some fine management teams. And at the centre of those management teams lie the product-design and production engineers who make it all possible: the "product" people, without whose skill and ingenuity (the definitive meaning of "engineering") manufacturing industry simply could not exist.

But they need to be singled out and motivated. We need a sort of engineering "Oscar" for a whole range of product-design and production success, awarded annually, giving immediate recognition. Just like their entertainment counterparts.

And the rewards can be just as great, both to the individual and to the companies that employ them. The literally billions of turnover over leading companies, like ICI or BOC or Rolls-Royce, generate are all product-based.

Properly done, an "extra 1 per cent of world trade" should by no means be outside our grasp. (Coupled with other factors, like a possible crash programme for ensuring all engineers and sales people do properly understand the principles of business, so they can perform in the financial, as well as the product context, but that is a separate issue.)

Yours sincerely, B. C. J. WARNES (Managing Director), Business Dynamics Ltd., 13 Blackheath Village, SE3. March 30.

To buried merit...

From Mr Russell J. Malloch

Sir, The valuable work carried out by English Heritage in setting up public memorials to eminent men and women from this country was recalled in your report relating to the blue plaque for Charles Morgan (photograph and caption, March 26). These plaques add interest to places which are often unremarkable by recording the emergence of what became great talent from the setting of an ordinary street.

The 90th anniversary of the creation of the most prestigious of all British honours, the Order of Merit, falls on June 23, 1992. The Order was established by King Edward VII, and its annals contain the names of many people of distinction: naval and military commanders such as Kitchener, Haig and Mountbatten; politicians of the standing of Lloyd George, Churchill and Attlee; scientists and Nobel laureates such as Adrian, Florey and Blackett.

Others members of the Order include Holman Hunt, Ben Nicholson and Henry Moore as representatives of art; literary men of the standing of Thomas Hardy, John Galsworthy and T. S. Eliot; Elgar,

From Sir Alan Muir Wood, FRS, FENG

Sir, While the case has been strongly made by Sir Christopher Cockerell (letter, March 19) and others for purposeful encouragement of our engineering talents, a central issue remains to be stated. Engineering ability represents the most important resource for industry and its supporting services.

Engineering can flourish neither in a recession, nor in a period of excessive expansion when, as we have experienced in the 1980s, quick profits of speculative investment deny funding to the sure but longer-term returns from prosperous industry.

Design — the continuous thread through all engineering enterprise — represents the essential art. Design represents the effective synthesis of analytical and creative elements. Engineering design at present encounters the barriers between schools' streaming of arts and science, the universities' excessive concentration on analysis, the inadequate resources applied to training. These issues are well understood.

Over-centralised departmental government is another particular impediment to good engineering. Departmental objectives rarely address issues in terms of systems; in consequence the short-term departmental needs override national strategy.

Regional government could well contribute, with the future prosperity of a region being addressed as a whole. Communications, city planning, amenities, education, are then seen as some of the features to attract industry which will, as a part of the system, provide further contribution to investment for the future. This is an environment in which engineering, and all that it enables, can flourish.

Yours faithfully, ALAN MUIR WOOD, Franklands, Pangbourne, Berkshire. March 30.

Vaughan Williams and Britten from the world of music; Bertrand Russell, the philosopher, Frederick Ashton, the choreographer, Edwin Lutyens, the architect, Baden-Powell of scouting fame, and many more.

Several members of the Order have already been commemorated by public memorials, located in places from Westminster Abbey to remote rural hamlets. To mark this 90th anniversary, could not English Heritage, with the active participation of corresponding bodies in Scotland, Wales and Ulster, set up some form of memorial in the city, or town, or village of birth of all the 150-or-so members of the Order appointed since 1902?

Such a project would serve two purposes — lasting testimonial to outstanding public service and professional achievement and additional interest to towns and villages throughout the country, from Portsmouth (birthplace of George Meredit) to Whitby (birthplace of Lord Lichfield (Arthur Balfour) and Tenby in Pembrokeshire (Augustus John)).

Yours faithfully, R. J. MALLOCH, 11 Falkland Street, Glasgow. March 27.

Christians and Jews

From Mr Hyam Maccoy

Sir, Piers Paul Read (Saturday Review, Books, March 28), says that "the Jewish leaders... ordered the stoning of Stephen, tried to murder St Paul and, according to the account of Josephus, took advantage of the absence of a Roman governor to arrange the judicial murder of James the Just".

In fact, Josephus says that the Jewish religious leaders (who, from the context, can only be the Pharisees) strongly opposed the murder of James, which was brought about unilaterally by Ananus, the High Priest (*Antiquities*, x. 201). Similarly, the Pharisees opposed the High Priest's attempts to condemn Peter (Acts 5) and Paul (Acts 23).

The High Priest in all these cases was acting as the appointed representative of Roman power: he had no religious authority among the Jews who regarded him as a mere ceremonial official, who besides being a collaborator with the Roman invaders, was also a heretic (being a Sadducee).

These cases also throw light on the cases of Stephen and of Jesus himself. The Gospel of John makes it quite clear that the alleged Sanhedrin trial of Jesus never happened, and that Jesus was condemned by the High Priest alone after an interrogation.

The unhistorical stereotype of Jew-

ish religious persecution of Christians makes it difficult for many Christians to grasp, or assess in its true proportions, the historical reality, which is the Christian persecution of the Jews.

Yours faithfully, HYAM MACCOY, Leo Baecol College, 80 East End Road, N3.

From Mr Andrew Wilski

Sir, Piers Paul Read's eloquent riposte to certain Jewish voices is clearly marked by Christian humility, but above all the historical controversies one point ought to be persistently emphasised in disputes between Christians and Jews, which is that no persecution, cruelty or hatred towards the Jews or any other people could stem from the true Christian doctrine which at its very heart, and without any compromise, has the commandments of love, forgiveness and tolerance.

The real causes of "Christian" misbehaviour towards the Jews or other people were always national, political and economic while Christian teaching, of its very nature, invariably moderated such reactions. This also explains the Jewish tropism towards Christians and the fact that a great majority of Jews have lived and survived among Christians.

Yours sincerely, ANDREW WILSKI, 4 Berkeley Road, Mount Zion, Royal Tunbridge Wells, Kent.

Plea from Sverdlovsk

From Mr J. I. Morris

Sir, In the light of Bernard Levin's remarks ("What about the workers?", March 30) on Mrs Likhod's appeal for advice on setting up her business in Sverdlovsk (letter, March 9), I thought that your readers would like to know that I have today written to Mrs Likhod to invite her to visit Britain as our guest, to learn how to establish a successful small business.

Mr Levin is right to stress that it is help with the basics which is needed; we are also preparing guidance for others in Mrs Likhod's position which we shall publish in Russian

and distribute to new entrepreneurs in the countries of the former Soviet Union.

These practical steps are part of this institute's general programme of assistance to those in central and Eastern Europe who are wrestling with the problems of moving to a market economy.

Yours etc, J. I. MORRIS (Chairman, General Practitioner Board), Institute of Chartered Accountants in England and Wales, PO Box 433, Chartered Accountants Hall, Moorgate Place, EC2. March 31.

Adoption and the voluntary sector

From Miss Dora Bryan and others

Sir, Although we are all in the "public eye", most people will not know that all of us, in one way or another, have experienced adoption first hand — whether as parents or as children.

This year marks 100 years of adoption by NCH (National Children's Home). Over the century NCH has found happy and loving families for over 8,000 children and the charity is proud of its role in the development of adoption practice.

Adoption — *Reviewing the Record*, a report produced today to mark the anniversary, has confirmed what we already knew from personal experience — that the role of an agency like NCH is vital in the adoption process. Support and help is needed if the most straightforward adoption is to be a success.

When you remember that nearly all of today's adoptees are children with very special needs — the abused, the battered, the emotionally damaged and the severely disabled — the need for these services becomes even more obvious. Many adoptions simply would not work without such support.

The government rightly demands that post-adoption services should be offered to ensure that adoptions work and that children who have already suffered rejection once in their young lives are not subjected to the trauma of a repeat experience.

Invariably, however, it is the voluntary sector which carries the financial burden. The £8,000 fee paid by local authorities is simply not enough: NCH spends on average a minimum of £13,000 per child to ensure a successful adoption. After 100 years of learning about adoption, NCH is in a position to know what is needed for the future if children who cannot be cared for by their birth parents are to be successfully adopted.

The new government should take a hard look behind NCH's success, amend the national guidelines accordingly and be prepared to back them up with the cash necessary for all agencies to do the job properly.

Yours sincerely, DORA BRYAN, GEORGE COLE, JUSTIN FASHANU, JOAN LESTOR, DAVID STEEL, NCH, Central Office, 85 Highbury Park, N5. April 1.

Early poll tax

From Mr G. H. Townend

Sir, You reported on March 27 on councils collecting direct debit poll tax instalments earlier to improve cashflow and some borrowings.

A single yearly poll tax payment in advance makes savings both in interest and collection charges for the council. Many councils already offer a reasonably generous discount to the poll tax payer to compensate for loss of interest — bringing advantage to both parties.

Yours faithfully, G. H. TOWNEND, 2 Southside, Church Hill, Ironbridge, Shropshire. March 28.

Saving graces

From Mr Geoffrey R. Jackson

Sir, In her article on graces and favours (*Life & Times*, March 27), Libby Purves quotes: "O Lord, grant that we may not be like porridge, stiff, stodgy and hard to stir; but like cornflakes, crisp, fresh and ready to serve".

There's a Scottish version which reads: "O Lord, grant that we may not be like cornflakes, lightweight, brittle and cold, but like porridge, warm, comforting and full of natural goodness".

Yours faithfully, GEOFFREY R. JACKSON, 29 Constable Court, Chasely Drive, Chiswick, W4. March 28.

From the Reverend Canon D. G. Richards

Sir, At luncheon I use the grace, "God bless this bunch that munch this lunch." Geoffrey Fisher, on his appointment to the see of Chester, was given only one piece of advice by his predecessor: "Only say grace when potatoes are served."

Yours faithfully, DEREK RICHARDS, The Rectory, Llandudno, Gwynedd. March 27.

From Mrs M. E. Berry

Sir, A notable omission from the article is the "Selkirk Grace" with its meaningful message to all Scots. Some hae meat and canna eat, And some wad eat that wam in; But we hae meat and we can eat, And sae the Lord be thankit.

("Meat" in this context being one's daily food.)

Yours faithfully, MARGARET E. BERRY, 20 Park Crescent, Harrow, Middlesex.

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Sports letters, page 30

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

PRINCE GEORGE GALITZINE

Prince George Galitzine, businessman and Russian historian, died in Belgravia, London, on March 31 aged 75. He was born in Tiflis, now Tbilisi, Georgia, on May 3, 1916.

George Galitzine dressed and spoke like an English gentleman. The courtesy with which he invariably behaved was equally English. But his heart belonged to Russia. The Russian blood that ran through his veins could scarcely have been purer. His mother was a direct descendant of Catherine the Great, while on his father's side the Galitzines and the Romanovs could argue with one another over which family had the longer pedigree.

In 1919, when George was three, the Galitzines had to leave Russia swiftly in the wake of the revolution. They went, with little more than the clothes on their backs, on a British ship first to Odessa, then to Italy and eventually to Paris, which appeared to be the natural place of asylum for Tsarist refugees. The Galitzines decided otherwise and opted for Britain as the country most likely to give their young family a proper education.

Prince Vladimir Galitzine began by farming, none too successfully, in Surrey. He found much more success with a high class antiques shop specialising in Russian objects, and George's public school fees, first at Lancing and then at St Paul's, were sometimes rendered in paintings. Russian dancers began visiting the Galitzine house and started George

Galitzine's lifelong love of the ballet. Among the non-Russian dancers Pat (Anton) Dolin became an especial family friend.

A scholarship took Galitzine to Brasenose and while he was at Oxford he was awarded the medal of the Royal Humane Society. In 1936 he was on holiday in Scotland when an aircraft crashed close by at sea. Galitzine, a powerful swimmer, took to the waters and rescued the pilot. A short period in journalism, including a spell on *The Sunday Referee*, was interrupted by the war when he was commissioned in the Welsh Guards and spent most of his time in intelligence as a "Whitehall warrior". Good use was made of his six European languages.

In 1943 he married Anne-Marie von Slatin, by whom he had two sons and a daughter. The marriage was later dissolved.

After the war George Galitzine had a chance to develop his diplomatic and entrepreneurial skills. He worked for six years in India and Pakistan, part of the time under the aegis of the Conservative government minister Walter Monckton, before joining Plessey in 1953 as sales manager. In the late 1950s his name was linked with the ice-cream star Berta, who was appearing in the musical *Damn Yankees*. But a proposed marriage was suddenly called off.

Instead, in 1963 George Galitzine married in the Russian Orthodox Church in Rome Jean Dawney, former Dior model and familiar panellist on the television show *What's My Line?*, who was just

beginning to make a name for herself as an actress in plays such as *A Hatful of Rain*. His most successful business venture came with Rank in the early days of the Xerox copying machine. He helped establish offices in France and Italy before in 1961 he made his first return (for Rank) to the Russia he had left so abruptly over forty years before.

Thereafter he missed no opportunity to return to his native land. The best of these came after his retirement from British Steel in 1974. He first took a group of businessmen there but soon realised cultural tours could be rather more interesting. His deep knowledge of Russian history and art suddenly came to the fore and he found himself in great demand as guest lecturer from companies such as Serenissima and Jules Verne. The outcome was *Imperial Splendour: Palaces and Monasteries of Old Russia*, published last year and swiftly translated into French, German and Italian.

In Russia itself, and especially in St Petersburg, George Galitzine became something of a returning hero. He was regularly called "Tovarithch Kniaz" (Comrade Prince), a fairly contradictory form of address which gave him much pleasure.

His daughter, Katya, by his second wife, now lives in St Petersburg and is closely involved in the arts there. Galitzine was in St Petersburg at the time of the coup against Gorbachev and was immediately placed before the TV cameras as a man who had consistently helped reopen those windows on the west.



GRANVILLE WASTIE

Granville Wastie, GC, who won the Edward Medal (later translated to George Cross) for rescuing one of his brothers from a gas-filled well in 1929, has died aged 89. He was born in Oxfordshire on October 29, 1902.

Granville Wastie won his Edward Medal for his persistent bravery in going down into a well full of poison gas, after two of his brothers and another man working there had been overcome by the fumes. The incident happened on November 25, 1929, at North Leigh, Oxfordshire. Wastie's two brothers, Hector and Stanley, both bricklayers, were completing the brickwork on a new well, which was 30 feet deep and three feet wide, when Hector was overcome by gas and fell unconscious into 30 inches of water at the bottom. His brother Stanley went to his assistance, but he suffered the same fate, toppling into the well.

Another workman, George Broughton, then attempted to descend the well by rope, but passed out halfway down and had to be hauled to the surface. Granville was fetched to the scene from his farm and, after tying a handkerchief over his face and roping himself, he descended the well and succeeded in bringing Stanley, alive, to the surface. He then went down a second time and brought up Hector who, however, was found to have drowned after



inhaling fumes. For his courage in going down the well twice, in extremely hazardous circumstances Wastie was awarded the Edward Medal, which was gazetted in June 1930.

Born in Oxfordshire, Granville Charles Wastie was educated at Wymond Grammar School and worked as a builder from 1916 to 1922 before taking up farming. During the second world war he served in the Home Guard. He retired as a farmer in 1974 and was awarded the Queen's Silver Jubilee Medal in 1977. Along with other holders of the Edward and Albert Medals, Wastie was invited to exchange his award for a George Cross in 1971 and his Edward Medal was presented to the Ashmolean Museum.

He was married with two sons.

WINNIE WOOLDRIDGE

Winnie Wooldridge, née Winifred Mason Shaw, who represented Britain in the team championships of international tennis and later became a Scottish international golfer, died of cancer on March 30 aged 45. She was born at Clarkston, Glasgow, on January 18, 1947.

THAT exemplary adornment of British and international tennis affectionately known as Winnie or "Fred" was a stout-hearted competitor who never felt sorry for herself and never complained about her luck — qualities never more evident than they were in the brave last 14 months of her life after the discovery of a brain tumour that was ultimately terminal. Had her character and career been summarised in terms of a school report she would have been given ten out of ten for effort and achievement — plus marks for conduct and neatness.

Winnie's mother was twice Scottish champion and her father was a journalist. In 1964 and 1965 she won British junior championships in singles and doubles and from 1966 to 1972 she played for Britain. In the world team championship for the Federa-



tion Cup she won nine out of 13 singles and six out of ten doubles and in the Wightman Cup contest against formidable United States teams she

won one of her six singles and one of her five doubles.

For most of this period she was tucked in behind Ann Jones and Virginia Wade at

the head of the British rankings. Although seldom one to make a fuss, Winnie occasionally found it necessary to take a stand. Proudly Scottish, she demurred when a Greek umpire introduced her as "Shaw, representing England," during the 1969 Federation Cup tournament in Athens. The umpire turned to her for a confirming nod but she shook her head. He tried again, assuming she had misheard him. Whereupon she walked to the umpire's chair and told him, politely but firmly, "I'm Scottish and I am representing Great Britain, not England."

She reached the Wimbledon singles quarter-finals unseeded in two consecutive years, 1970 and 1971, and advanced to the 1972 doubles semi-finals with her compatriot, Joyce Williams. She also contested Australian singles semi-finals in 1970 and 1971 and shared runner-up honours in two French doubles finals: the mixed in 1971 and the women's in 1972.

She was probably at her best in doubles, especially with more boisterously extrovert partners whose flamboyance was never allowed to get out of hand. Winnie had a dry wit and a penchant for telling one-liners. There was no non-

sense about her and no nonsense about her tennis. Her partnership with that bubbling humorist Pat Pretorius was a particular joy because they had so much fun together. Much of this was at their own expense. Both had good backhands and volleyed well but tended to live dangerously on the forehand and enjoyed their adventures on that flank.

Winnie would have achieved even more had she been given a touch of arrogance and had not been such a delightful human being. Despondent after a Federation Cup defeat she confided to *The Times* that she did not think she was cut out for the higher reaches of the game. She was reminded of the thousands of contemporaries who had yearned for her career and the lifestyle she had achieved, and the lifelong friends she had made all over the world. That second point was demonstrated in an embarrassing way — at least for the hospital — by the unprecedented cargo of flowers that came her way after an exploratory operation in January of last year.

Winnie was quintessentially Scottish in her reluctance to suffer fools gladly and in her sense of duty and

decorum. In her relations with the press she was guarded and laconic but blunt and honest. Occasionally, especially in Paris, she was entertained to dinner by *The Times* but, when escorted back to her hotel, always made a point of stopping at some pavement cafe and buying two coffees and one cognac. She insisted on that. It was her equivalent of a formal thank-you note.

When her tennis career was over she became a familiar figure on the Wentworth and Worplesdon golf courses. She achieved an extraordinary handicap of plus 3 and played for Scotland. But she kept in touch with tennis, coaching British juniors and refereeing an inter-club tournament that, inevitably, ran like clockwork. In all this she had the support of her husband Keith, who himself had been ranked among Britain's ten leading tennis players from 1964 to 1969.

Ultimately Winnie's composed, unflinching response to her illness attracted incredulous admiration from all those caring for her and from the host of friends gathered around her. That was typical. She was never a lady to throw a tantrum about a bad call, even on match point.

APPRECIATION

Clarence Wright

CLARENCE Wright (obituary March 21) did indeed cultivate his garden during his retirement to Alderney, but this was not his only activity. Amongst other work in the community, he also became a committed and influential member of the Alderney Music Society. In recognition of this work, after ill health forced Clarence to relinquish his duties, the society made him an honorary life member.

One of the duties of this office was to represent the society as the Alderney delegate on the co-ordinating committee of the Channel Islands Music Council, a position he held for some ten years. His contribution to the development of the council was immense, drawing on first hand practical experience from his days as a professional musician, together with the intimate knowledge which Clarence had accumulated in dealing with all aspects of the music business.

Council meetings were never dull when Clarence was in attendance. Time after time, whilst making an observation on some serious issue, that



razor sharp wit and persilage would come to the surface, which was delivered with impeccable timing reminiscent of his days working with Tommy Handley, and consequently reducing everyone present to helpless mirth. In whatever project Clarence became involved, he approached his task with considerable diligence, and always revealed himself as the true professional. Clarence's advocacy, on behalf of Alderney's thriving music community, has meant that the island is a richer place because of his endeavours.

Mel Davison

LANG HANCOCK

Langley George Hancock, prospector and iron ore magnate, died on March 27 aged 82. He was born on June 10, 1909, in Perth, Western Australia.

IN 1952 Lang Hancock did not expect anyone to believe he had accidentally found vast deposits of high grade iron ore in the Pilbara region of Western Australia's desolate North, so he kept the discovery to himself for ten years.

When at last he began to investigate how the find might be exploited, he did so cautiously without revealing its location. The mining industry scoffed. What did a sheep farmer, an amateur prospector, know about iron ore? State and federal governments ignored him: was he not aware that Australia had no iron ore deposits worth mining?

Single-handed, Hancock pursued developers and buyers overseas for another ten years. By 1974, when Hamersley Iron was fully operational, its new towns, ports and railways had transformed the Pilbara spectacularly and Hancock was one of the richest men in his country.

Politicians and businessmen, affronted by his rasping no-nonsense style, called him the "Rogue Bull", but most Australians by then called him the King of the Pilbara and he

did not mind that at all. Hancock spent his early years on a sheep station called Mulga Downs which sprawled over nearly three-quarters of a million acres. The family also owned a half million acre cattle station in the Hamersley Range. His playmates until the age of eight were aboriginal children, his nearest neighbours 50 miles away. His father sent him to Hale School in Perth which retains today a reputation for fostering academic excellence and open-mindedness.

Hancock the individual surfaced early. He rejected his father's advice to study law and elected to farm the land his grandfather had carved out a hundred years earlier. But prospecting fascinated him too, and early in the 1930s, while hunting dingoes, he found a curiously blue-streaked rock. The family used it as a door stop for years unaware that it was raw blue asbestos. That find led him with an old schoolfriend, Peter Wright, to his first mining venture — an asbestos mine at Wittenoom. Years later, sued by employees, Hancock refused to accept that asbestos fibres caused a form of lung cancer. Even if that were true, he said, no one could make omelettes without breaking eggs.

In 1938 Hancock drove 1,000 miles from Pilbara to Perth. He recalled: "The drive took six days. I



had to mend 17 punctures and overhaul the gearbox on the way. I was 60 miles from water when the starter-motor jammed and I had to mend that too. I decided then and there the only way to move around this country was to fly."

When he bought his first aircraft Hancock joked that prospecting by air left no tracks for competitors to follow. Bad weather during a flight in 1952 forced him down between the inhospitable 300ft ridges of the Turner River Valley and he saw, for

the first time, rust red stains seeping down from the crags. Months later, when he explored the area on foot, Hancock found his iron Eldorado.

Lang Hancock was a man of intense and rough passions towards friends and enemies alike. He neither smoked nor drank and showed little interest in personal possessions apart from his fleet of five aircraft. He gave generously but anonymously to charities, supported a secession movement for Western Australia and founded an extreme right wing political party which withered.

More recently, his determination to speak his mind honestly and his intolerance of those who chose not to agree with him ("eco-rats and communists") put him seriously out of step with the environmentally conscious 1980s and 1990s. He once told a radio interviewer that half-caste aborigines should be directed to live only in the Outback where: "I would pour the water up so they'd become sterile and breed themselves out. I'm not talking of killing anyone. These people are no good to themselves and this is a practical, humane way to deal with them."

He seemed genuinely astonished and hurt that his announced dream of using nuclear explosions to blast new harbours and pulverise the ore

— now earning royalties of \$10million a year — was damned and ridiculed nationwide.

Life changed in startling fashion for Hancock in 1983 when he married for the third time. His bride, Rose Lacson, was a Philippine-born model aged 37. He was then 76 and he built a \$430 million house for her called Prix d'Amour. Rose boasted last year that her husband still chased her around the bedroom when he came home from work. "I baby him," she said.

Until late last year, when he underwent arterial surgery in the United States, Hancock's personal drive seemed undiminished. His final, perhaps most controversial, international business deal was a barter arrangement four years ago with Romania's Nicolae Ceausescu, swapping iron ore for railway stock. The transaction outraged governments and seriously dismayed long-time friends. To those who protested that Ceausescu was a tyrant who ruled by murder, Hancock replied brusquely that he did not believe them.

He is survived by his wife, Rose, and a daughter of his late second wife, Hope.

Latest wills

Latest estates include (net, before tax paid):
Mr Kenneth George Theobald, of Hitchin, Herts. £1,688,687.
Mrs Winifred May Whyte, of Dolphin Square, London SW1 £841,785.
Mrs Constance Margery Fryer, of Birmingham. £681,592.
Mr David Gordon Harrocks, of Langham, Dorset. £1,402,495.
Mrs Edith Marjorie Pollard, of Hale Barns, Greater Manchester £729,580.
Mrs Winifred Mildred Sanderson, of Caterham, Surrey £1,053,678.
Mr Ronald Sleep, of Mayfield, East Sussex. £547,955.

Church news

Church in Wales
Diocese of Llandaff
The Rev Paul J. Bennett, Curate of Tylorstown with Ynysir, to be Vicar of the Parish of Llanwynno.
Diocese of St Asaph
The Ven John S. Davies, Archdeacon of St Asaph and Vicar of Mold to be Rector of Llandymog and Llangwyllog in the diocese of St Asaph.
Church of Scotland
Ordination and Induction
The Rev David J Smith to Dysart.
Inductions
The Rev Marjory A MacLean to Stroud.
The Rev Michael D Scouler to Earlston.

Translations
The Rev William Gray from St Columba's, Kirkcubright to Relief, Irvine.
The Rev James Hosier from Burna Isle with Tingwall to Ardriahg with South Knapdale.
The Rev Robert J Mellis from Tarbat to Shapinsay.

Retirements
The Rev Alastair Brown from Glenamuck, Ballater.
The Rev James Campbell from St James, Ayr.
The Rev Charles A Duncan from Heriot with Stow St Mary of Wedale.
The Rev Walter A Lyall from Gartocharn, Kilmarnock.

University news

St Andrews
Honorary degrees are to be conferred on the following:
LLD: Mrs Mary Robinson, President of the Irish Republic.
DLit: Ms Wilhelmina Barns-Graham, artist; Professor Roland Mitchell, Scottish historian; Ms Fay Weldon, writer.
DSc: Professor Louise Johnson, David Phillips professor of molecular biophysics and professorial fellow, Corpus Christi College, Oxford; Professor Brenda Milner, neuropsychologist; Baroness Warnock, formerly Mistress, Girton College, Cambridge.
DD: Professor Jane Dempsey Douglass, ecclesiastical historian.

Appointments

Latest appointments include:
Vice-Admiral R. T. Newman to be Flag Officer Plymouth, Naval Base Commander Devonport, Commander Central Sub Area Eastern Atlantic, and Commander Plymouth Sub Area Channel, in succession to Vice-Admiral Sir Alan Grose.
Captain N. E. Rankin, RN, to be promoted Rear Admiral and to be Commander British Forces Falkland Islands, in succession to Air Vice-Marshal P. G. Beer, in August.
Mr D. Dreher, on promotion to assistant under secretary, to be

Command Secretary, HQ United Kingdom Land Forces, from March 30.
The following to be chairmen of district health authorities within the North West Thames Regional Health Authority:
Mr Derek Bucknall (North West Hertfordshire HA), Mr Philip Hendry (South Bedfordshire), Mrs Jenny Hughes (Parkside) and Mr Stephen Matthews (Riverside).
Legal
Judge Heather Steel to be a member of the Judicial Studies Board Criminal Committee.

April 2 ON THIS DAY 1973

This was the first of Red Rum's victories in the Grand National. He won the following year carrying 12 stone, and after two years as runner-up, for a third time in 1977 by twenty-five lengths.

GRAND NATIONAL

FIRST AND SECOND EMERGE WITH EQUAL HONOUR

By Jim Snow, Northern Racing Correspondent

On Saturday at Aintree the Grand National, run for the last time under the Topham flag after a reign of 136 years, produced a finish so spectacular and dramatic that one was still rubbing the eyes an hour later in disbelief at the result.

The bare bones of the 1973 Grand National, run in a time nearly 19 seconds faster than Golden Miller's record, are that Richard Pitman on Crisp was beaten three quarters of a length by Red Rum with L'Escargot, winner of two Gold Cups, 25 lengths away third. Seventeen of the 38 finished, and there was one fatal fall, that of Grey Sombrover at the Chair. Spanish Steps was fourth, Rouge Autumn fifth, Hurricane Rock sixth, and Proud Tarquin seventh.

This was a race in which truthfully it can be said that the first and second emerged with equal honours, as did the jockeys, Brian Fletcher, on the winner, and Pitman on the gallant second. Had the distance of the race been four miles 856 yards instead of four miles 846 yards Pitman on Crisp would have pulled off the £29,846 first prize.

The scorching pace Crisp set from the third fence was too much for all but Red Rum. There were superb jumps from Crisp at Becher's both times. Even after three miles and a half he was still bowling along in front as though the 12 stone

on his back weighed no more than a bag of feathers.

No horse can keep this up under top weight — was the general feeling, but Crisp and Pitman had other ideas. Over the Mellong Road for the second time and with 28 fences behind them Crisp still had a good 30 lengths to spare over Red Rum, while, far back, L'Escargot was making up his ground but with no chance of catching the two in front of him.

Fletcher, who won the 1968 Grand National on Red Algaon, takes up the story: "When I was 25 lengths at least behind Crisp at the Mellong Road, I thought I could never get to him. At the last fence I was still 20 lengths behind, but then I could see Crisp was beginning to tire. On the long run in I thought I might catch him, and this I did some 20 yards before the winning post."

At the Elbow, on the long run in, Crisp was still in command, but in the last 100 yards he started under his big weight to wander to the right, and the concession of 19 lb to Red Rum proved just that little too much. In spite of his ordeal Crisp had recovered completely from his exertions yesterday, and in the words of his trainer, "Never left an oat."

Result: Grand National Chase 3.15: 1. RED RUM (9-1) j. favourite; 2. CRISP (9-1) j. fav.; 3. L'ESCARGOT (11-1); 38 ran.
Mr James Bidwell-Topham, the Liverpool clerk of the course, has been found guilty by the stewards of "gross negligence" because they considered that he altered the marking of the course between the times of the first and second divisions of the Coronation Hurdle on Friday without informing the stewards, officials and riders.
Three weeks later he was cleared by the stewards of the Jockey Club who accepted further evidence that no breach of the relevant rule had taken place.

Princes, statesmen, aristocrats and workers celebrate a true gentleman of a nobler age

Earl Spencer is laid to rest amid the dust of centuries

BY ALAN HAMILTON

There was a sense of the feudal about Earl Spencer's funeral yesterday, of ancient rites played out by the vestiges of an old order. Father of the Princess of Wales he may have been, but in Great Britain he was lord of the manor, and his last journey was to the family vault to join 19 generations of his ancestors.

No day is better than another to leave this life, but the daffodils might as well be waving among the weathered grave-stones, the early spring sun enlivening the warm ironstone of a Northamptonshire country church, and the sheep grazing in an adjoining meadow. The steady knell of the church bells pierced the morning air of the village, thatched, neat and kempt in the way that estate villages are.

Earl Spencer's cortege of seven black limousines crawled at walking pace up the estate road from the big house at Althorp, preceded and followed by Range Rovers full of plain-clothed police. His daughter's striking of the highest possible marriage in the land has its price. In the first car his widow and second wife Raine, Countess Spencer, sat with her stepson, Charles, who finds himself the ninth earl, and his

wife Victoria, now chatelaine of Althorp.

In the second car, his daughters Sarah and Jane, and in the third his daughter Diana, sombre in black broad-brimmed hat and black suit behind tinted windows. Beside her sat the Prince of Wales, who had dashed up from London by helicopter after a seemingly important meeting, and who was about to dash back again to take tea with the Crown Prince of Bahrain. The cortege drove through the lord of the manor's entrance at the back of the churchyard of St Mary the Virgin, so that the mourners could decant out of sight of the crowd of tenants, villagers and newsmen crowding the gates.

Traditionally, the master was not to be watched at his devotions. On this occasion, however, many of the 200 places in church were reserved for workers and tenants of the Spencer estate. Francis Sitwell, son of Sachaerell, whose roots are deep in Northamptonshire, joined the congregation, as did Nigel Lawson, a more recent resident of those parts. The Earl's first wife, now Mrs Frances Shand-Kydd, was noticeably absent, as

was his second mother-in-law, the novelist Barbara Cartland; she was otherwise engaged appearing on Spanish television.

On the grass outside lay wreaths in the yellows and whites of spring, one from the Queen, the Duke of Edinburgh and the Prince of Wales, one from the Queen Mother, but none so poignant as a bouquet of lilies and sweet peas bearing the message: "I miss you dreadfully, darling daddy, but will love you forever — Diana."

Death is the final arbiter of all argument, from which the Spencer family has suffered of late. The service was determinedly directed at family unity, at thanksgiving rather than mourning, at brightness rather than gloom. They sang brightly hymns: the 23rd psalm, *Praise My Soul the King of Heaven*, and *Onward Christian Soldiers*. The earl's son was to have read the lesson, but appeared too overcome. His place was taken by Sir Robert Fellowes, the Queen's private secretary and a son-in-law of the earl.

Lord St John of Fawsley, a family friend, reminded the congregation that there were bickerings in every family. "Birds twitter and peck in their nests, even when they are gilded ones. But love is not so easily dismissed. Johnny (Spencer) loved all his family, but had a special affinity with the Princess of Wales." It was due to his second wife's devoted nursing during a serious heart attack 14 years ago, Lord St John said, that the earl had been able to experience the proudest moment of his life, walking up the aisle of St Paul's with Diana on his arm.

"He was in many ways not a 20th century figure, not even a 19th century one, but an illegal immigrant from the 18th century, when the aristocracy lived fully and at ease with their neighbours. He was the perfect gentleman, but one never afraid to speak openly about his emotions. The words of love were on his lips."

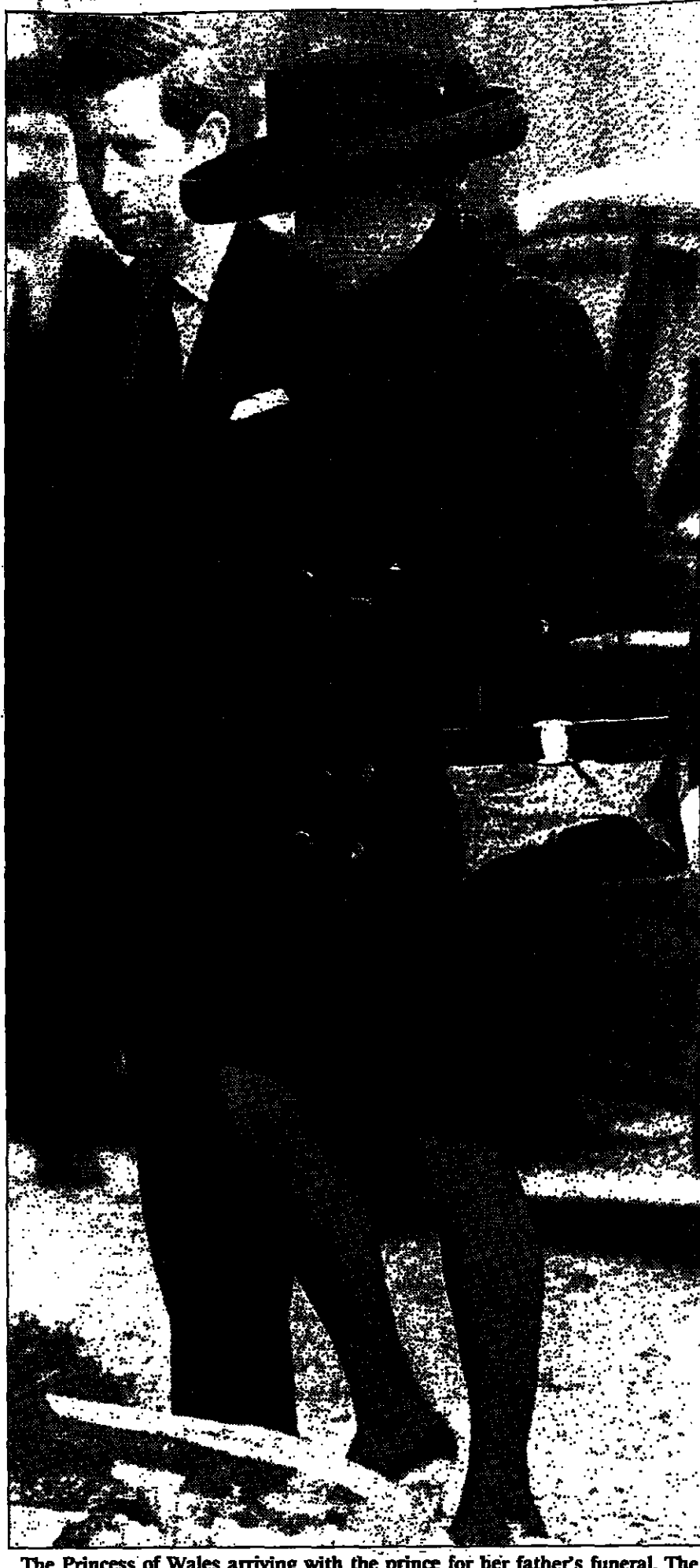
As the oak coffin, surmounted by a spray of daffodils, was borne out to the rousing strains of *I Vow To Thee My Country*, the Princess of Wales and Countess Spencer, who had sat on opposite sides of the church, walked out supporting each other.

A smaller cortege moved through the front gate of the church, past a crowd of 150 silent villagers and an array of photographers constrained behind crash barriers, on its way to a private cremation attended only by the earl's widow and children.

In the next few days, they will raise a flagstone in the floor of the church's Spencer family chapel beneath its battery of self-confident family monuments, its 400 Spencer coats of arms, and its ceiling resplendent with banners and hatchments, and into the vault they will lower Earl Spencer's ashes to join the bones and mortal dust of five centuries. You never did hear a bad word about Johnny Spencer in Great Britain.



Raine, Countess Spencer, and the ninth earl after the service



The Princess of Wales arriving with the prince for her father's funeral. The congregation was told that their wedding was Earl Spencer's proudest day

Bush in plea for \$12bn aid package

Continued from page 1

cally inadequate". Mr Nixon argued that real leaders fought to make unpopular causes popular. Mr Bush also timed the announcement to eclipse a major foreign policy speech demanding expanded aid which Bill Clinton, his likely Democratic presidential challenger, delivered 30 minutes later in New York.

Mr Clinton said that Japan and Germany should be made permanent members of the UN security council, and that Japan should pay a larger share toward the cost of the UN peacekeeping operation currently deploying in Cambodia. The Arkansas governor claimed credit for finally prodding Mr Bush into action. Fending off reporters' questions, Mr Bush insisted his package was no "Johnny-come-lately thing", and had involved months of diplomatic effort.

The president's demand for more resources for the IMF came one day after the fund endorsed Russia's economic reform plan and signalled that it could become a full member eligible for loans of up to \$1 billion a year within a matter of weeks.

Ministers fall out, page 14

UK firms stick by charities

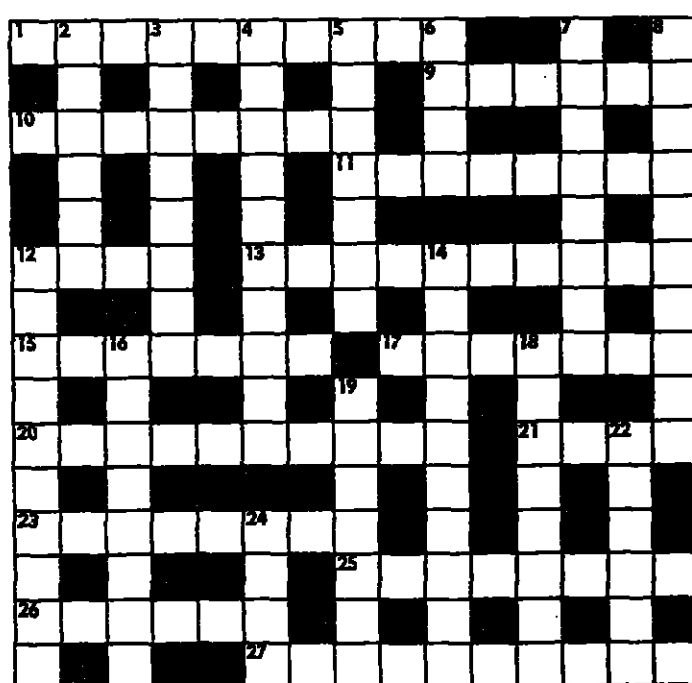
Continued from page 1

cent, without it it was 1 per cent. Granada Group tops the list of the highest risers with an increase in donations of 500 per cent to £60,000. Of the risers, News International was second with a 275 per cent increase to £1.8 million, and Cadbury Schweppes third with a 170 per cent increase to £417,000.

Eso UK is the key company which has reduced its charitable giving by the largest amount — down 54.6 per cent to £1.59 million — according to the survey. Whitbread's giving dropped 51.4 per cent to £428,443.

Companies giving services, employees' time and donations in kind are also on the increase. This was confirmed by the Confederation of British Industry which said yesterday that an increasing number of UK companies were releasing employees to undertake part-time community and charitable work.

THE TIMES CROSSWORD NO 18,882



- ACROSS**
- Time on one's hands? (5-5).
 - Lying in waiting for the morning scrub (6).
 - Something by Plato about the hot polloi (8).
 - Maintain liquor is a gift (8).
 - Earth needs a drink (4).
 - Tedious bend — was keen to get round it (4-6).
 - Tree lights captivated boy (7).
 - A dish for the King, one's Emperor (7).
 - Wilde's Lady of the Lake? (10).
 - Vagrant nearly discovered in car (4).
- DOWN**
- From tree, chorus of birds will keep sounding (2-4).
 - Carves ripped as insult (8).
 - One without partner beginning to feel more depressed, under the surface (10).
 - Regular sound under the bedclothes? (7).
 - Vigorous shower, it is said (4).
 - Act includes a spot of opera (8).
 - Pest jolly depressed by Death Row, perhaps (10).
 - Craftsman giving autograph with pen (4-6).
 - The first person to play Tom Thumb is a star (5,5).
 - They flag, having to run up and down so much (8).
 - Taking top off butter, thickly spreads the biscuits (3).
 - China seems in disarray (7).
 - Broadway — there's a place to meet (6).
 - Stop somewhere in Ireland (4).

Solution to Puzzle No 18,881

PRINCESS HERMES
N L A A X O W
Q N E S N I H G H O R S E
M D M I N A S E
P R O V E R B O P U L E N T
T R E N S S P
M U S I C O I C A D I A M
P E A P L E S D E P A I R
I M E A A O S N D
C L E A N A S H I S T L E
J E D Y S E R A L
T H R U S H D E F R A Y A L

Concise Crossword, page 19

A daily safari through the language jungle. Which definitions are correct?
By Philip Howard

- QUISQUOUS**
a. Granulated wheat flour
b. Whomsoever
c. People
GRIFONAGE
a. The era of dragons
b. Lifeable scribble
c. Raking the soil
CHIONABLEPSIA
a. Drooping a median syllable
b. Forgetting names
c. Snow blindness
AMYGDALATE
a. Without teeth
b. Made of almonds
c. Unmixed spirits

Answers on page 18

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code

London & SE	
C. London (within M & S Ceres)	731
M-ways/roads M4-M1	732
M-ways/roads M1-Dartford T	733
M-ways/roads Dartford T-M23	734
M-ways/roads M23-M4	742
M25 London Orbital only	736
National	
National motorways	737
West Country	738
Wales	739
Midlands	740
East Angles	741
North-west England	742
North-east England	743
Scotland	744
Northern Ireland	745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

Clue Use a PS/2 for brainy Dad (2,4).

Answer: PS/2

IBM

Much of Britain will have rain and showers. Scotland and Northern Ireland will be bright and sunny, with showers in some northern and eastern parts turning to sleet or snow, especially on high ground. Wales and northern England will be cloudy with showers. Southern England, after early fog, will be generally brighter, but there may be showers, some heavy and thundery. Outlook: drier, brighter and less windy, but still cold in places.

MIDDAY: 1-hourly, 4-day, 5-day, 6-day, 7-day, 8-day, 9-day, 10-day, 11-day, 12-day, 13-day, 14-day, 15-day, 16-day, 17-day, 18-day, 19-day, 20-day, 21-day, 22-day, 23-day, 24-day, 25-day, 26-day, 27-day, 28-day, 29-day, 30-day, 31-day, 32-day, 33-day, 34-day, 35-day, 36-day, 37-day, 38-day, 39-day, 40-day, 41-day, 42-day, 43-day, 44-day, 45-day, 46-day, 47-day, 48-day, 49-day, 50-day, 51-day, 52-day, 53-day, 54-day, 55-day, 56-day, 57-day, 58-day, 59-day, 60-day, 61-day, 62-day, 63-day, 64-day, 65-day, 66-day, 67-day, 68-day, 69-day, 70-day, 71-day, 72-day, 73-day, 74-day, 75-day, 76-day, 77-day, 78-day, 79-day, 80-day, 81-day, 82-day, 83-day, 84-day, 85-day, 86-day, 87-day, 88-day, 89-day, 90-day, 91-day, 92-day, 93-day, 94-day, 95-day, 96-day, 97-day, 98-day, 99-day, 100-day, 101-day, 102-day, 103-day, 104-day, 105-day, 106-day, 107-day, 108-day, 109-day, 110-day, 111-day, 112-day, 113-day, 114-day, 115-day, 116-day, 117-day, 118-day, 119-day, 120-day, 121-day, 122-day, 123-day, 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Cinema: *Deceived*, *Kuffs* and the other new film releases this week, reviewed by Geoff Brown

Matrimony can be murderous

In the time-honoured way, Goldie Hawn asks "Why didn't you tell me any of this?" when her husband finally spills some of his secrets. If he had, of course, there would be no movie to watch. *Deceived* (15, Odeon West End) — a psychological thriller topped off with a woman in jeopardy, screaming for dear life — always smacks of a genre exercise. Yet the film delivers the goods, and wraps them up in images atmospheric enough to shroud an improbable story. *Deceived* also gives that ambitious lady Goldie Hawn something useful to do (unlike the dreadful *Blind on Sight*).

Her comedy skills are not required: Mary Agnes Donoghue's cover girl obviously steers clear of jokes. Instead, she must play the seriously perplexed wife: a New York art restorer whose loving husband, John Heard, starts acting strangely, then dies chartered in a car crash. The funeral done, the mystery thickens. A shadowy figure first haunts, then ransacks, Hawn's apartment. Social Security records and a high school photo prompt queries about Heard's identity. Before we know it, Hawn's predicament, and Damian Harris's direction, have reached such a pitch that we can be easily startled by a flutter of pigeons, or a cat's sudden lunge.

Hampered by somewhat old-fashioned blonde tresses, Hawn decently suggests the career woman (and mother, with an adoring daughter, Ashley Peldon), whose personal happiness is built on quicksand: while John Heard, as the husband, is plausibly charming and deceitful. But their performances would wither without nourishment from Andrew McAlpine's production design and Jack N. Green's photography. Together they create a memorably dark, claustrophobic world, centred on Hawn's brown-panelled loft apartment, where the lights never blaze. Thomas Newman's tortured music adds another layer of gloom. It also rains a good deal.

Towards the end, the plot becomes squeezed of all mystery, or indeed sense. But Harris (last encountered directing an impoverished version of Martin Amis's *The Rachel Papers*) rides to the rescue with a grand finale of thriller paraphernalia: the frantic chase, the cluttered kitchen, the paint, the convenient lift shaft. Providing audiences do not go expecting Shakespeare, they should emerge quite happy.

Not so with *Kuffs* (15, MGM Haymarket, MGM Trocadero), a mediocre film that wrongly believes it is something special. Surface razzle-dazzle proliferates. The star, Christian Slater, bubbles with self-esteem, and talks

straight to the audience in *Alfie*-style monologues, such as "Howdy, nice to see you again!". Scenes fidget with juvenile japes, from fanciful dissolves to a parody of the soundtrack beeps that hide bad language. But all the pranks in heaven cannot save this feeble cop comedy.

Kuffs, it emerges, is the hero's surname. He is raffish, anarchic and 21, but responsibility crashes onto his shoulders when his elder brother, one of San Francisco's police protection officers, dies on the job. Kuffs inherits his district and vows revenge, paving the way for a reckless mix of comedy, stereotypical action, and romance with Milla Jovovich (a fashion magazine cover girl struggling hard to be an actress). Bruce A. Evans and Raymond Gideon's jumbled script also finds room for a St Bernard dog.

The Evans-Gideon team has done well in the past: they earned Oscar nominations for *Stand By Me*, which they also produced. Now Evans has turned director, and their fancies fly unchecked. So does Christian Slater, who displays his chest to a degree unseen since Richard Gere took all those showers in *Breathless*.

There are a few bright spots. Tony Goldwyn, as Kuffs' troublesome partner, displays a warm presence; San Francisco stimulates; and you can lick George De la Pena's villainy with a spoon. But when Kuffs signs off, straight to camera, with a friendly wave and a "See ya!", you feel like lobbing a hand grenade.

Newly lengthened, and restored films are much in fashion. *La Belle Noiseuse* — *Divertimento* (18, Minema, from next Wednesday) dares to be different by shrinking the running time of Rivette's recent epic (still playing around town) from four hours to 125 minutes. Rivette did not simply apply the scissors to his mesmerising tale of a painter and his model, struggling to complete an abandoned canvas: he used entirely different takes. The story remains identical, but the viewpoint and emphases prove intriguingly different.

For those without four spare hours, this *Divertimento* might be seen as a convenient soft option. The foreshortened narrative certainly sharpens the character conflicts. But by reducing the time spent watching Michel Piccoli, the painter, and Emmanuelle Béart, his reluctant model, locked in the agony of creation, Rivette inevitably lessens the film's cumulative power.

Go to the Minema, refurbished with a new café, by all means: you will find absorbing entertainment. But if you want to be astonished and hypnotised by a masterpiece, there is no alternative. Book a



Seriously perplexed: Wife (Goldie Hawn) and daughter (Ashley Peldon) by the grave of Jack (John Heard) in Damian Harris's *Deceived*

babysitter and leave work early: see the four-hour original.

Where do great film directors come from? Scorsese's *X4* (ICA Cinema), an invigorating collection of four early shorts, suggests various answers. They come from New York University, where Scorsese made several frisky films in the mid-1960s: films let down at times by sophomore humour, but buoyed by a passion for movie-making. They also come from the vibrant streets of New York's Little Italy, where Scorsese grew up, and to which he pays homage in *Italianamerican*, the longest and last of these diversions.

You sense Scorsese's confidence growing from project to project. *What's a Nice Girl Like You Doing in a Place Like This?* (1963), a jumping-jack short about a young man obsessed by a painting, is the *jeu d'esprit* of a 20-year old, caught in the act of discovering cinema's magic.

By the following year, style and substance have both leaped forward. *It's Not Just You, Murray!* (1964), the pastiche biography of an amiable gangster, contains a police raid on bootleggers' premises that suggests the dynamic action scenes to come. Three years later, student frivolity has been curbed: *The Big Shave* offers the unsettling spectacle of a young man shaving himself into a blood-bath. The film is intended as

an ironic joke, but Travis Bickle, the crazed hero of *Taxi Driver*, clearly lies around the corner.

Then comes *Italianamerican*, made in 1974 when he had already made his mark. For 45 wonderful minutes, Scorsese films his feisty parents in their New York apartment, talking with love and pride about their parents and upbringing, the old country (Sicily), the changing neighbourhood and the

Scorsese recipe for spaghetti sauce. In Scorsese's best films you always feel the pulse of the streets, the siren call of family and religion: *Italianamerican* reveals why.

After early Scorsese, late Satyajit Ray. Branches of the Tree (National Film Theatre), made in 1990, shows this great director, much troubled since the Eighties by heart ailments, far from top form: though he is beginning to shake off the dry theatrical

tone that hampered *An Enemy of the People*. Talk still proliferates (with a character line-up of four generations of middle-class Bengalis, locked in conflict in the same house, it could hardly be otherwise). But, a few harangues apart, the nuanced acting offers much pleasure: while Ray's camera explores the interiors with sensitivity, and makes the most of a delightful riverside picnic.

Ray wrote the original script 25 years ago, so the heart attack which strikes the paterfamilias, played by Ajit Bannerjee, is not directly autobiographical. Yet his recent experiences must have given extra depth to the film's musings on life's nobility and sadness, the poison of corruption and the consolation of art. There are screenings at the National Film Theatre (071-928 3232) tonight, tomorrow, Saturday, Sunday, Tuesday and next Friday.

Tchaikovsky takes the tartan

Top musical names return to make the headlines in the programme for the 1992 Edinburgh Festival. Debra Craine reports

Music is centre stage again at this year's Edinburgh Festival. As a result of Drummond's support, Edinburgh is able to present Amsterdam's Royal Concertgebouw Orchestra under its music director Riccardo Chailly; the German choreographer Pina Bausch; an exhibition of the sculptures of Joan Miró; the theatrical duo of Hans Jürgen Syberberg and Edith Clever from Germany; and the Barcelona-based satirical company Els Joglars.

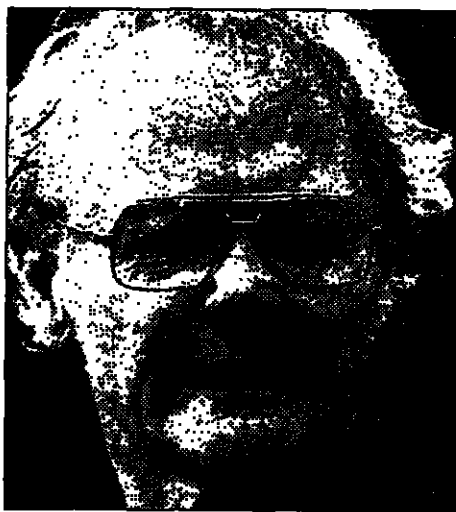
The 1992 programme, running from August 16 to September 5, is the first under new festival director Brian McMaster. It marks a departure from recent years when the emphasis, under Frank Dunlop's direction, was on theatre rather than opera and music.

Having inherited a deficit of £179,000, McMaster probably faced a fairly low-key affair until financial aid arrived in the form of John

Drummond, a former Edinburgh director and now head of the European Arts Festival. As a result of Drummond's support, Edinburgh is able to present Amsterdam's Royal Concertgebouw Orchestra under its music director Riccardo Chailly; the German choreographer Pina Bausch; an exhibition of the sculptures of Joan Miró; the theatrical duo of Hans Jürgen Syberberg and Edith Clever from Germany; and the Barcelona-based satirical company Els Joglars.

The 1992 festival has four themes: a season of Tchaikovsky's music, Scottish classical music through the centuries, and retrospectives of the plays of Harley Granville Barker and C.P. Taylor.

Thirty performances feature the work of Tchaikovsky, with all of his symphonies and piano concertos played alongside many lesser-known



Music and dance for Edinburgh 1992: Klaus Tennstedt (left) and Mark Morris



works, such as the *Cantata Moscow* and the opera *The Oprichnik*. A survey of Scottish classical music will include a series of concerts, complemented by an exhibition.

The staging of three of Harley Granville Barker's plays — including his best-known, *The Voysey Inheri-*

rance — and a reading of four others should give audiences a chance to assess him as an acute observer of Edwardian society. In the other dramatic retrospective, seven plays will represent the huge range of work of the Glasgow-born playwright C.P. Taylor, who died 11 years ago.

The festival opens with a concert performance of Schoenberg's *Moses and Aaron*, with Willard White as Moses. Among the other musical highlights are a visit by the St Petersburg Philharmonic, under Mariss Jansons; while the London Philharmonic returns to Edinburgh for the first time in several years, with Klaus Tennstedt and Franz Welser-Möst.

A double bill of two short operas written for solo singers will star Claudio Desderi and Elisabeth Söderström. There will be two performances of Mahler's *Das Lied von der Erde*: the composer's own

version for piano performed by the husband-and-wife team of Ann Murray and Philip Langridge, and Schoenberg's arrangement for chamber ensemble conducted by Sir Charles Mackerras.

In the most unusual artistic collaboration, Opera North and the contemporary dance troupe Adventures in Motion Pictures are presenting a new production of an original Tchaikovsky opera-ballet double bill: *Yolanta* and *The Nutcracker*.

The dance programme features Bausch bringing her ground-breaking style of aggressive dance theatre to Britain for the first time in ten years, with her chamber work *Café Müller*, and the Mark Morris Dance Group from America with two programmes: his eccentric production of Purcell's tragic opera *Dido and Aeneas* and a mixed bill featuring the majestic *Gloria*.

TELEVISION REVIEW

Philosopher betrayed by his grasping sister

Frederick the Great once asked a learned divine what evidence there was to support Christianity. His reply was: "Your Majesty, the Jews!" If it did not still exist, the story of Nueva Germania — an "Aryan" colony in Paraguay founded by Friedrich Nietzsche's sister Elisabeth — would scarcely be credible.

Last night's *Timewatch* on BBC 2, *Forgotten Fatherland* (the first of two parts), told this strange tale with panache. The idea came from a young journalist, Ben Macintyre, whose book of the same title will be reviewed in *The Times* next week.

Much of the film was devoted to the foundation of the colony more than a century ago. But it strove to make ingenious connections with the genesis of Nietzsche's superman and with his love-hate relationship with the self-appointed saviour of German culture, Richard Wagner. To the strains of the *Siegfried Idyll* and the funeral march from *Götterdämmerung*, the narrative explored the tensions between Nietzsche and Wagner, between Elisabeth and her husband Bernhard Förster, and between the two Nietzsche siblings.

Friedrich's distaste for his sister's nightmarish vision of a racially pure Utopia was ex-

treme. He refused to have anything to do with the colony, and broke off relations with her. After the onset of tertiary syphilis and insanity in early 1889, he fell into Elisabeth's clutches: she had returned from Paraguay after Förster's suicide. Having suppressed her brother's hostility to herself and her beliefs, Elisabeth proceeded to make a fortune out of his copyrights. Like Wagner's widow Cosima, she became an early admirer of Hitler.

A modern term such as "racism", however, should not have been used to describe the contrast between the anti-Semites Wagner, Förster and Elisabeth on the one hand, and Friedrich and his circle on the other. It was more complicated than that. Though the Försters went to the ends of the earth to escape the Jews, Wagner no less than Nietzsche had Jewish friends.

The great philosopher often employed biological metaphors, had indeed absorbed more sub-Darwinian mumbo-jumbo than Wagner himself; and he denounced Judaeo-Christian morality with a vehemence which lent itself to the anti-Semitic gloss which first Elisabeth and later the Nazis placed upon his works.

Nietzsche was a "racist", if by that is meant a person who

distinguishes one race from another by character as well as physique. But he was not an anti-Semite, which in the Germany of the 1870s (whence the term originates) meant those who wished to reverse Jewish emancipation. Among Nietzsche's last writings before madness unhinged him was a wild threat to execute "all the anti-Semites".

The second half of the film, which dealt with the present-day colony, showed the effects of total isolation from the modern world. A doctor deplored the effects of inbreeding, caused by the colonists' refusal to intermarry with the indigenous Paraguayans. But the old women who agreed to be interviewed sounded no more prejudiced than many other Latin Americans — or indeed Europeans.

More evidence will clearly be needed to justify direct links with the Third Reich, images of which filled the screen. In Part 2, to be shown next Wednesday, we are promised proof that, after 1945, Josef Mengele and other Nazi war criminals found a refuge at Nueva Germania. The parallel will thus have come full circle.

DANIEL JOHNSON

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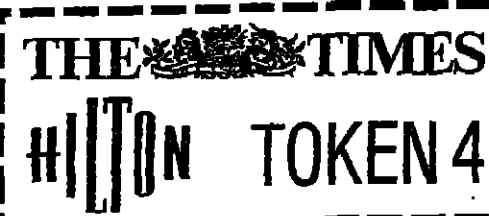
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Not quite sixteen annas to the rupee



Annie Besant, aged 37, in her lecturing dress — the sort Mary Queen of Scots might have chosen

Spiritual adventures are as thrilling as physical ones. When orthodox Christianity took a bashing from evolutionary theories, technology and social change, Annie Besant was among the many western seekers after truth who began to shop around in the beguiling arcades of the unorthodox, the esoteric and the occult.

The majority of seekers are content to be disciples. A minority feel inspired to lead the way. Such people are, as Anne Taylor writes of Annie Besant, egotistic "in the highest meaning of the word".

It is hard to expose people without diminishing them, but that is what Anne Taylor has done for Annie Besant, as has James Moore for George Ivanovitch Gurdjieff. Annie was born in 1847, and in her fatherless girlhood fell in love with Jesus. Unable to marry him, she settled for the Rev Frank Besant. Her wedding night shocked and disgusted her. She bore two daughters before abandoning Frank and his parish and seeking salvation elsewhere.

Annie always needed a human master to admire — probably chastely, though she complacently claimed that every man she worked with fell in love with her. It is hard to judge which came first on her shopping-list of allegiances, the exciting men or their exciting movements. First it was the Rev Charles Voysey and his Theistic Church, which rejected all the hard bits of the creed. Then it was Charles Bradlaugh and the National Secular Society. Bradlaugh was an atheist, and so now was Annie. She discovered that she had a genius for fluent, potent oratory, and adored the power this gave her.

In partnership with Bradlaugh she was the first woman publicly to advocate birth control. Like Beatrice Webb, she kept changing direction, with total sincerity each time. She was humourless, tactless, indefatigable — and pretty. She embraced socialism and George Bernard Shaw, and had a passion for setting up circles, centres and groups in which she would be centre-stage. But all this was insupportably egotistic. Annie Besant needed to have privileged access to mysterious powers and unknown forces. She became involved in spiritualism. Reincarnation was her next and lasting creed. Already over forty, Annie moved to India, learned Sanskrit, and preached traditional Hinduism to the Hindus. She had millennial ambitions

Victoria Glendinning on two charming charlatans, Annie Besant and Gurdjieff



Krishnamurti (right), aged 15, with his brother Nityananda

to control and reform India through theosophy; she succeeded in becoming president of the Indian National Congress, and was interned for her activities. She rejected birth control in favour of abstinence, and socialism was sacrificed to the caste system, which facilitated the returning, evolving soul.

Annie's spiritual hope was still, in

ANNIE BESANT
A Biography
By Anne Taylor
OUP, £25

GURDJIEFF
The Anatomy of a Myth
By James Moore
Element, £16.95

the words of the song, that "Some day my prince will come". He turned out to be a fourteen-year-old Indian boy whom she educated and hailed as the "World Teacher". At one point he protested: "I must get out of all this rot." But Mrs Besant had taught him a good trade, and as Krishnamurti he was to influence a generation.

Gurdjieff was his own hero, and twenty years younger than Besant. I do not think they ever met; perhaps they can get together in another incarnation. Gurdjieff founded his Institute for the Harmonious Development of Man in Fontainebleau in the 1920s, and it was in the transcendent discomfort of this community that the writer Katherine Mansfield took refuge to die.

Gurdjieff was a Greek-Armenian, whose early years of wanderings in Central Asia, often in disguise, sometimes spying for Tsarist Russia, are reconstructed by James Moore with many a baffled rhetorical question and many an exclamation mark. Gurdjieff made wads of money by trading in oil, carpets and cattle. He spent even more, and there was always yet more forthcoming from rich devotees such as Mabel Dodge Luhan. James Moore has been "active in Gurdjieffian circles" since the 1950s, and combines attentive respect with humour. He makes a brave stab at summarising the Gurdjieffian message. Here is a whiff of its Jaberwocky complexities. We on earth exist to feed the hungry moon with our essence; but beware the Kunderbutter, a malign organ at the base of the spine which has conditioned us to become self-centred somnambulists instead of the cosmic transformers we are meant to be.

On the evidence of these two fascinating books it seems a law of supernature that esoteric sects collect around them a limper-load of dross — doty rituals, and a membership that includes an unfair proportion of nutters and crooks. Feuds, schisms, and sexual scandals seem of the essence. Getting to grips with two people of such personal magnetism and shining irrationality suggests how close a seer's vision is to a schizophrenic's, and vice versa. Moore concedes that Gurdjieff often seemed "not quite sixteen annas to the rupee", and the same was true of Mrs Besant.

It is not ridiculous to adopt or to construct a metaphor for the meaning of life. What seems hubristic is the insistence that there is a secret knowledge, and that one possesses the key to it. Besant and Gurdjieff operated in a realm where deception and showmanship serve (perhaps) the truth. Gurdjieff was sometimes flagrantly fraudulent. The truth, he asserted, is only acceptable in the form of a lie. Think about it.

I went to a Radical dinner party last week, and the bold, unfeeling faces of some of the ladies and their reckless talk, quite shocked me. These are not, as you might think, the words of an elderly Victorian bishop, but of Emily Davies, the founder of Girton College, when she was still young, to her friend Barbara Bodichon, in 1867. It is a remark I have always treasured, and it illustrates Professor Caine's point that the activists for particular feminist ends in the 19th century were not all radicals or even liberal in their general views.

Her other main theme is that the distrust or dislike of male sexuality shown by some Victorian crusading women looks less droll in the 1990s than it did in the 1960s and 1970s, when trouble-free sexual liberation for all seemed to be on offer. These themes are explored through four biographical essays devoted to women activists of the 19th century. All are interesting women with good stories, but it must be said that none is obscure, and three of them have been much written about already. They are Emily Davies, Josephine Butler and Millicent Fawcett, each the leader of a

Moralists break silence for the female majority

successful campaign: respectively, for higher education, against the Contagious Diseases Act and for the vote.

Frances Power Cobbe, the odd one out, was active in various fields, and a writer. She wrote that daughters had an invariable duty to serve their parents, but also that wives should be freed of any subservience to their husbands. Cobbe was a philanthropist, an anti-vivisectionist and a Dame of the Primrose League, who also welcomed the idea that God is both Father and Mother. She neatly illustrates Caine's point that feminism and radicalism were by no means synonymous.

Davies, the founder of Girton, is well known to have been deeply conservative — and a Conservative — in all areas outside her particular field. She was quite uninterested in general educational reform, her

Claire Tomalin

VICTORIAN FEMINISTS
By Barbara Caine
OUP, £20

one object being to get women exactly the same education as men, which meant she sometimes found herself in collision with more liberal educationalists: her quarrels with Girton's sister college, Newnham, are a case in point. Similarly, while she supported women's suffrage, she disliked any talk of rights. Needless to say, she opposed militancy. Davies's idea of drumming up support was always to get titled people on to her committees. Given the way England works, this was the right strategy; and she was a brilliant committee woman, ener-

getic, efficient, possessed of an indomitable will and a grim sense of humour.

Davies succeeded in keeping her sights narrow. Josephine Butler, who passionately and successfully campaigned against the legislation which subjected any alleged prostitute to forcible medical inspection, always believed she was running a broad moral crusade. Born and bred a Liberal, she hoped to transform society and indeed human nature.

Both Butler and Millicent Fawcett, who supported Butler's work, found themselves faced with sometimes paradoxical situations after the repeal of the Contagious Diseases Act, when the National Vigilance Association was set up in 1886. It was a sort of private police des moeurs, and enthusiastically backed by many feminists, who had great hopes of it. Girls in

danger were to be rescued, and clients prosecuted. Soon it was also opposing birth control, and then attacking Rabalais, Balzac, Zola and their distributors.

Fawcett actually led a campaign against a Conservative parliamentary candidate known to have seduced and abandoned a girl of good family. Butler, on the other hand, was personally tolerant and would not join in condemnation of public figures whose transgressions became known, such as Parnell, Dilke and Wilde. The dilemma for feminists was, as Caine says, that the belief in equal rights, which obliterated considerations of gender, is hard to reconcile with the belief that male sexual power needs to be attacked, or at least questioned.

So this slim book raises some interesting issues, although it is not as comprehensive as the title suggests. General readers should be warned too that much of it seems to be chiefly addressed to other academic specialists in feminist theory and history. This is a pity, because Barbara Caine is a fine historian. Her previous work, *Destined to be Wives* — a first-rate study of Beatrice Webb's sisters — is now available as an Oxford paperback.

Beggar my bookie

David Lipsley

A LICENCE TO PRINT MONEY
By Jamie Reid
Macmillan, £17.50

In *The End of History and The Last Man*, Francis Fukuyama worries about the future of mankind. The species, he contends, is compelled by nature to live dangerously where, now that history is over, is that drive to be accommodated?

Jamie Reid's book describes a struggle which is elemental enough to meet the needs of this post-historical era. I refer, of course, to the battle between the punter and his old enemy, the bookmakers. The struggle, of course, predates the end of history. History was still going on when the Marquis of Hastings ran his brilliant filly Lady Elizabeth 13 times in 1867 in an attempt to get his money back, later ending it all, after seeing Hermit touch off Marksman (carrying £120,000 of the Marquis's money) in the Derby. Other great punters were wiser and some more successful. But few have managed in the long term to beat the book.

Reid's real heroes are the bookmakers. To the average Joe, the bookmaker seems the least heroic

of figures and, indeed, there is little romance in Hill's or Ladbroke's. Forget them. Think rather of the bookmaker on the rails at Cheltenham, surrounded by men who may own the darkest, swiftest horse in all Ireland and who have pockets lined with punts to strip thousands from the bookmaker — unwise enough to offer the wrong price.

This is a perfect market place. The bookie who fails to stand a bet will soon be the bookie who cannot take a bet. Only a grasp both of the mathematics of betting and the psychology of gambling makes survival possible.

Glorious indeed is their trade. Anyone who believes in a Tote monopoly should read this book, and repent.

A MAJESTIC FIRST NOVEL THAT IS BOTH A LOVE STORY AND A POWERFUL EVOCATION OF HOW INDIVIDUAL LIVES ARE FORGED BY HISTORY

ASURA

MICHAEL IGNATIEFF

"Superb, multilayered... an utterly memorable heroine"
NEW YORK TIMES

"A sweeping, earthy, Russian kaleidoscope of a novel"
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AVAILABLE NOW IN PAPERBACK

In this rich and well-written study Sir Ian Gilmour seeks to define the nature of society, governance and violence in England between 1688 and 1800. He communicates his fascination with this complex and violent society.

The book is based on a wealth of references. Sir Ian has read comprehensively in local and general studies, recent and older works. The notes suggest a commitment of time that many academics are unable to emulate. Sir Ian should have had no difficulty in reaching the heights of academia, had he been so inclined.

Compared to their predecessors, most MPs lack a historical perspective. Debates are no longer illuminated or confused by frequent references to classical or British history. Few modern politicians have written historical works: those who have usually concentrate on the political history of the last century and adopt a biographical approach, a natural disposition for politicians who wish to see their own role as significant. No recent prime minister has followed the 5th Earl of Rosebery, who wrote biographies of Cromwell, Napoleon and Pitt the Younger, and a scholarly study of the early political career of Pitt the Elder.

Gilmour's work is especially interesting because he has chosen a period of fairly distant history and yet made it timely by his consideration of the themes of stability and the legitimacy of popular violence. He also makes an arresting comparison between Hanoverian England and 20th-century America.

Both, Gilmour argues, were intensely nationalistic, nearly always successful in war, and the richest countries in the world. Money and patronage played a major role in

Hoi polloi in a Whig's history



John Major got off lightly in Bolton: riotous scene from the Middlesex election, 1768

Jeremy Black

RIOT, RISINGS AND REVOLUTION
Governance and Violence in Eighteenth-Century England
By Ian Gilmour
Hutchinson, £25

their politics, while there was a vast "underclass" in each. Gilmour compares the situation in Britain, where much of the population lacked the franchise, to a modern America where many do not vote. Neither was really threatened by revolution, though modern America is more violent. In both, "habit, the governing myths and the magic of authority procure the consent of the great majority".

Whatever his personal politics, Gilmour is alive to the defects of Whig paternalism. Observation of the elite was patchy, there was callous selfishness and the ideal

had an aggressive side, seen most clearly in duelling to assert and defend honour. The game laws and the views of the elite on election violence were equally hypocritical.

Gilmour responds by displaying considerable sympathy for the poor. "A sensible Tory" writing in 1751 "pointed out that crime would be reduced not by more stringently enforced laws but by providing jobs for those who were willing to work". Violence is not considered as necessarily bad in this context, and the term is used for the actions of both rulers and ruled. Gilmour argues that "in the 18th century some of the popular or non-governmental violence was beneficial". Rejecting the notion that popular and governmental violence should be assessed by

different standards, he concludes that violence came much more from the rulers than from the ruled.

The parallel with the recent use of such arguments by poll tax protesters raises the question of the present political purposes of history. On the right, though, less certainly in recent years, the emphasis has been on patriotism and nationalism as reflections of supposedly distinct national traditions.

On the left, continuity is expressed largely in terms of a specific and somewhat spurious view of national history based on working class consciousness. The overriding theme of such discussion is conflict, the vested orders versus the people. Opponents of the poll tax drew attention to past episodes of popular hostility to taxation. This interpretation is both historical, in that it looks for evidence of continuity and development, and ahistorical in that it underestimates the specificity of particular episodes.

At times, Gilmour appears to edge towards the same analysis, the "propertyed" or "political elite" against the "lower orders", but he goes on to provide a more perceptive and accurate analysis. Alongside oligarchical corruption, there was a reluctance to use force, social factors making for compromise and "the competence and moderation of the government". There was no revolution; no politician was assassinated until 1812; no landlord was lynched. Sir Ian's sparkling study explains why and provides a model against which future historical works by politicians will be judged. We are a long way from *belles-lettres* and the bogus clarities of the left.

Dr Black is a senior lecturer in history at Durham University.

John Gilmour

Progmire's paradise postponed

Ian McIntyre finds the latest Mortimer exposes its author more than the media

Chesterton wrote somewhere that a good novel told the truth about its hero but a bad one told the truth about its author. *Dunster* is very good in parts — and most revealing about John Clifford Mortimer.

The main private activity of the narrator, Progmire, is worrying, and Mortimer gives him a good deal to worry about, including a daughter, Tash, who presents him on his birthday with a single rose, a packet of incense, a piece of soap in the shape of a woman's bottom and a small model aeroplane. Global warming and the Russian economy also preoccupy him a good deal, as does the question of whether he will be cast as Trigorin in a local amateur production of *The Seagull*. For good measure he lives in Muswell Hill and is employed as an accountant with a company called Megapolis Television based on the Isle of Dogs.

When Progmire is not worrying he is trying to shake off the friendship of Dunster, an old friend from school and Oxford days. In theory this should not be too difficult. Dunster is not only an investigative journalist — he has also stolen Progmire's wife and is intent on destroying his boss at Megapolis. Sir Crispin Bellhanger, KCB. The handsome and much-decorated Crisp was dropped behind the enemy lines in Italy during the war with the odds of Horace in his pocket and fought in the desert wearing a silk scarf and a pair of old cricket trousers. Dunster is bent on exposing him as a war criminal.

If this all sounds like an exercise in multiple pastiche — early Waugh, middle Linklater, a dash of Tom Sharpe and a gesture in the direction of Simon Raven — I have to say that for much of the book I was aware of several different John Mortimers competing for my attention. There is a serious Mortimer — he is extremely good, for instance, at conveying the pain of loss or betrayal. He is also a considerable show-off. When I read, in a savage cameo of one of the Megapolis directors, that "he began a little, snuffling giggle", at one of his own

jokes, I wondered if he had caught the habit from his creator. Unrelenting smartness can be wearing. I reckon that on a good day Mortimer gusts up to about Force 7 on the Ned Sherrin scale.

The writing only really calms down when Mortimer stops trying to impress and settles to his plot. Things look up considerably with the entry of Robbie Skeffington, QC, black of brow and fingernail, perched on the dizzy heights of the legal profession "like a gargoyle on a cathedral spire" and snuffing enormous damages: "I form a view when I first get my nose near the papers and I'm not often wrong."

I am not sure what a man "with a voice like a coasting Rolls" would actually sound like, but I enjoyed Progmire's encounter with "a swarm of killer cyclists wearing the sort of gas masks which make you think that chemical warfare has broken out". I was also quite taken with the image of a yapping dog

launching itself like a Scout missile at his groin and scoring a direct hit. Anybody who writes as much as Mortimer is bound to write unevenly. Occasionally we become aware that we are in the hands of the auto-pilot, and the best he can do is tell us that Progmire's Oxford college "was built in stone which went gold in the sunlight, with a quadrangle of bright green grass", or that somebody's house on the east coast was on the chilly side because the wind had "an uninterrupted journey from the steppes of Russia".

Mortimer manages to fit in the regulation number of unbuttonings and unzippings. I did not keep a note of the incidence of copulation, but I am sure it will work out neatly at not less than one bout for each episode of the television series. He has been called many things in his time, from a former practising barrister to a champagne socialist, but nobody could ever call John Mortimer uncommercial.

Ian McIntyre was Controller of Radio 4 and Radio 3 and is a former associate editor of *The Times*. He is now writing the official life of *Reith*.

DUNSTER
By John Mortimer
Viking, £14.99



John Mortimer: would he become chairman of the Broadcasting Standards Council or even arts minister under Labour?

Smash hitters play on

Derwent May

MY LIFE IN FLUX — AND VICE VERSA
By Emmet Williams
Thames and Hudson, £20

In 1962, in Wiesbaden, at an event called the Fluxus International Festival of Very New Music, a group of young Americans and Germans gently chopped and sawed up a grand piano. There was a brief outburst of disgust in the press, and the world forgot.

But a book published this week reveals that that was not the end of it at all. For thirty years, there has been a whole mirror world of festivals, seminars and events going on, with all the panoply of Edinburgh or Salzburg, but where all the events were meaningless and all the participants were self-accomplished misfits or failures.

Emmet Williams, the author of the book, was one of the most energetic members of the Fluxus movement, the name that this drifting pack of cheerful anti-artists hung on to through all these years of shadow life.

He records the epic history of his *Alphabet Symphony*, in which he performed 26 pointless actions among a heap of rubbish: you could have seen it at the Café au Gogo in New York in 1965, or stumbled across it at the American Cultural Centre in Tokyo in 1976; you could even have caught an "elegant version" with a Mozart flavour in Salzburg, at the Language Happenings Gala in 1986. We watch Williams himself age in the photographs in the book, from a chubby youth with specta-



Emmet Williams with saw

cles to a rather portly gent. He seems always to have been an amiable character — violence played no part in his inconsequential radicalism. He does not say much about himself, but tells an amusing story about a childish act of rebellion, in which (as a good Sixties Freudian) he naturally claims Fluxus had its roots.

Apparently in Virginia in the Deep South, where he grew up, the forthcoming birth of a baby was celebrated by a Stork Shower, where the young mother-to-be was given a social evening by her friends, and a child dressed up as a stork gave her presents. Williams was regularly the stork, in feathers and long back, and he hated it. One night he asked the pregnant wife: "Did the stork put the baby in your stomach all alone, or did your husband help?" There was no parting of the feathered head that night — but for the first time in his life, he says, he was "a happy, carefree, unemployed artist".

That is what he made a kind of anti-career of being — and he had no difficulty in finding others to join him in his anonymous and unrecorded triumphs.

But there is a powerfully ironic twist in the tail of the story. How do we come to be reading about all this? The answer is that Fluxus, against all its principles, has hardened into a very solid, indeed heavy book (it feels like three bricks mortared together when you lift it). The publishers Thames and Hudson have taken Williams with a seriousness that he must seldom have known in his life, and lavished beautiful paper and illustrations on his chaotic memoirs.

Rarely have I read a more pointless, engraving book. Its publication by an art publisher seems to me to mark the total collapse of any sense of purpose or standards in the art world. But how Williams and all his cronies must be laughing!

From both sides of the grave

Death is the sanction of everything the storyteller can tell. He has borrowed his authority from death," reads the epigraph (from Walter Benjamin's *Illuminations*) to this collection of literary journalism, a selection of indignant letters received by the journal after the piece appeared.

A collection like this enables one to identify pervasive themes and preoccupations, from which a picture emerges of what the writer herself felt to be important about her craft. Carter was a champion of the open-ended, pluralistic narrative as opposed to what she saw as the closed, predominantly masculine structures of the Great Tradition. She quotes with approval Wallace Stevens's dicta, in "Notes towards a Supreme Fiction":

"It must be abstract
It must change
It must give pleasure."
"Pleasure has always had a bad press in Britain," she remarks in the book's introductory essay. "I'm all for pleasure."

She was also — as admirers of her study of the Marquis de Sade, *The Sadeian Woman*, will attest — fascinated by the politics of eroticism and the ways in which sex has been used by writers from Sade to William Burroughs as a means of undermining the repressive norms of society. In her own work, sex is always an instrument of subversion

of the aforementioned savaging of Elizabeth David in the *London Review of Books* a selection of indignant letters received by the journal after the piece appeared.

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Russell Hoban and Angela Carter: she was "all for pleasure".



Christina Koning

EXPLETIVES DELETED
Selected Writings
By Angela Carter
Chato & Windus, £15.99

THE MOMENT UNDER THE MOON
By Russell Hoban
Jonathan Cape, £14.99

— from the decadent sensuality of her early stories, to the bawdy good humour of her last novels. Again, this is reflected in some of the works reviewed here, which include Georges Bataille's pornographic classic, *The Story of the Eye* at one end of the scale and Walter De La Mare's delicately erotic *Memoirs of a Midger* at the other.

self) and on American fiction, on food and "the semiotics of food" (a surprising number), on women writers and on "Home", which of course was London.

This section contains one of Carter's last reviews for *The Guardian*: a spirited account of Ian Sinclair's *Downriver*, a novel whose sinister vision of London as The City of Dreadful Night to some extent overlaps with the comic surrealism of Carter's own version of the city in *Wise Children*. Her description of Sinclair's work might apply as easily to her own, which, in the end, was just too eclectic in its concerns, too irreverent towards canonical shibboleths, to be wholly acceptable to the literary establishment. "With [its] mass of literary references, the sex magic, the degradations, the torture, the rich patina of black humour, this is a book that triumphantly rejects any possibility of the Booker short-list in advance."

I do not know whether Angela Carter ever read or reviewed anything by Russell Hoban (or vice versa), but if not it seems a pity, since Hoban's eccentric blend of arcane detail and precise topographical observation would doubtless have appealed to her.

In this collection of short stories and occasional pieces, mythological archetypes have the solidity of real people, whilst real people are surrounded by constant reminders

of their insubstantiality. Endings, in these stories, are enigmatic, conversations elliptical and time itself can be suspended in favour of "the moment under the moment" — a kind of alternative time in which anything can happen.

This ability to unsettle the reader by playing tricks with the narrative is something at which Hoban is adept. In his fictional universe, statues come to life, skeletons converse and even copulate with the living and a man interrogates a raven on the nature of darkness. In these stories, as in Hoban's most recent novel, *The Medusa Frequency*, there is a sense that the real drama is taking place not in any recognisable reality but on the typewriter page or the computer screen.

It is an impression which is reinforced by the assortment of autobiographical essays, literary criticism and fragments — handily titled "Certain Obsessions, Certain Ideas" — with which the book concludes. One of these pieces even begins "Here I am sitting in front of my computer monitor" and describes the author's feelings as he listens to a piece of music by Thelonus Monk. It is an attractive (and in this instance appropriate) idea: writing as improvisation; as jazz. A sort of literary equivalent of Taking a Line for a Walk, which endlessly delays the moment of closure.

Seek, and ye shall find . . .

Brian Martin

THE SIGN AND THE SEAL
By Graham Hancock
Heinemann, £16.99

Affair, that his theories "for sheer panache at least, are hard to resist": the opposite is true here. The guardian priest of the Aztec temple forbade Hancock a view of the Ark's presence by a catch-22 interpretation of the rules. He politely pointed out that were Hancock to storm the protective railings in a mad rush, after his long journey, he was bound to be torn to pieces by an enraged local mob.

For all that, *The Sign and the Seal* is highly readable as a quest saga, and those not trained in sceptical discipline will want to believe Hancock's story. He tries to substantiate the account of the Ark's removal from Jerusalem to Ethiopia which is recorded in a 13th-century literary source, *Kebra*

Nagast, a version of the story of Solomon and Sheba. He makes plausible connections between the Ark, the Templar knights, Wolfram von Eschenbach's *Parzival* and Charters cathedral. He links two cryptic maps which he has identified, "one carved in stone in the north porch of Charters cathedral, the other encoded in *Parzival*". The evidence suggests to him that the Ark moved to Ethiopia.

The temptation is to ask the whereabouts of experts who support Hancock's theories. After all, his text is scattered with remarks such as "there is some debate about what is exactly meant by this" and "there is no proof of this". So Professor Richard Pankhurst and Dr Peter Lasco remain doubtful. Professor Edward Ullendorf views the *Kebra Nagast* as apocryphal. The section on the Templars has a particularly high incidence of "what if". The bias is towards agreement with Keats's bald sage, Apollonius: "Do not all charms fly/ At the mere touch of cold philosophy?"



Hancock's quest took him to Ethiopia, but he never saw the Ark

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- Revitalise the trading format and introduce effective customer tracking and range planning procedures to improve profitability through increased stock availability. Develop systems to provide accurate and timely management information.

THE QUALIFICATIONS

- Graduate calibre, mid 30's-mid 40's. Successful track record in a senior marketing role with an innovative national retail chain. Ideally with experience in clothing and other sectors.
- Proven success in the management of change, implementing sophisticated retail systems and managing and developing staff.
- Flexible and opportunistic trader mentality underpinned by classic functional skills.

London 071-973 8484
Manchester 061-941 3818

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref S677032M,
Bridge House, Ashley Road, Hale,
Altrincham, Cheshire WA14 2UT.
061-941 3818

£65,000 package
+ options + benefits

Blue Chip Multinational

M4 Corridor

Managing Director-Europe

New position created to bring dynamic leadership and focus to the UK and Continental European activities of a highly profitable and fast-growing £100 million business backed by a major multinational. Dominant worldwide market leader with established reputation for innovation and technical excellence, offering unique product range to the food and agricultural sector. Considerable opportunity to exploit the untapped potential in the markets, deploying a young and enthusiastic management team. Excellent career opportunities.

THE ROLE

- Responsible to the Chief Executive for regional profitability and performance, directing European activities through country managers and distributors.
- Establish a strategy based on rigorous analysis and planning that further enhances market share in both mature and developing markets.
- Create an environment that fosters outstanding performance through open communications, sound controls and a commitment to deliver results.

THE QUALIFICATIONS

- Mid-30s/40s, ideally biological sciences graduate, or with more recent background in the food and agriculture sector. Strong commercial and strategic planning skills.
- Proven record of successful general management of a growing business, ideally multi-site with an international dimension. European languages an advantage.
- Natural leader and motivator with excellent interpersonal skills, prepared to actively manage and drive businesses to achieve stretching performance targets.

London 071-973 8484
Manchester 061-941 3818

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref S276032L,
16 Connaught Place,
London, W2 2ED
071-973 8484

Logistics Manager

The key objective of this high visibility role is the setting and achieving of the highest standards of logistics management - at every stage of the business cycle - from customer order to delivery and beyond.

Consider the key parameters. An established, profitable subsidiary of a major US multi-national; a management team with a clear strategy for the '90s; a commitment to substantial capital investment, and a broad range of market leading products, with application into almost every aspect of economic activity. For the innovative, commercially astute professional, the opportunities to champion developments in systems for all aspects of customer service, manufacturing planning, and inventory management are considerable.

To succeed, you are a graduate with a proven record of at least 5 years' logistics management in sectors with premium branded products: competitors of quality, and highly discerning customers purchasing for predominantly industrial or technical end user applications. Your business experience is probably broadly based and typically with organisations that set rather than follow market standards.

You combine influencing and people skills with intellectual and analytical abilities to ensure both early credibility and personal development throughout your career thus far. Success in this role will not disappoint you, and will include career development opportunities in the UK and overseas.

Your next step is to write to me, Graham Dunning, with brief career and salary details at Macmillan Davies Consultants, Salisbury House, Bluecoats, Hertford, Herts. SG14 1PU. Fax No. 0992 589434.

North West

c. £35,000
+ benefits



Macmillan Davies

SEARCH & SELECTION

CENTRAL LONDON

c £30,000 + CAR

Divisional General Manager prestigious UK plc

This is an outstanding opportunity to play a key role in the business development of an enterprise at the centre of an internationally renowned Group, with a unique reputation for unparalleled standards of customer service and quality.

As General Manager of this small, creative, service business, with a turnover approaching £1m, your primary objective will be to convert the considerable potential for profit improvement into a reality. Reporting directly to the Group MD you will revitalise the operation through restructuring and refocusing to ensure that the highest standards of customer service are delivered and financial objectives met.

Candidates must possess extensive general management experience with a demonstrable track record of profit improvement and cost control.

A strong service and market orientation is essential combined with well developed people skills. Applications are welcomed from a wide spread of industry sectors, however experience in the following areas would be of particular interest: leisure, hospitality, perishable commodities.

Please send full personal and career details, including daytime telephone number and current remuneration, in confidence to Ann Shepherd, Coopers & Lybrand Deloitte Executive Resourcing Ltd, 76 Shoe Lane, London EC4A 3JB, quoting reference AS/898 on both envelope and letter.

Coopers
& Lybrand
Deloitte

Executive
Resourcing

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

whiteheadselection

General Manager

Food Ingredients Company
South East England

Negotiable salary in excess of £50,000 + bonus + benefits

This £10m company sells a range of products to the food industry with particular strengths in the confectionery and snacks market. An autonomous entity within a large, world-wide 'blue chip' operation, the UK business has manufacturing and laboratory facilities as well as a technically qualified sales team. The company is committed to growth in market share through increased penetration of existing accounts/sectors and the targeting of new areas for expansion.

Reporting to the Vice President for Europe you will have full profit and loss responsibility and will work closely with the sales force and customers increasing volumes and market share while maintaining margins. You will also oversee the efficient running of the manufacturing plant and applications laboratory.

A graduate aged between mid-30's and early 40's, you will have a successful track record in the sales function, ideally with excellent contacts across the British food and beverage industry. General management experience is preferred but not required and experience gained outside the sales function in a technical, production or marketing capacity would be useful. Creditability, maturity and the ability to operate at a senior level within British industry are essential qualities as are a high energy level and entrepreneurial skills. The successful candidate will be able to motivate staff to achieve outstanding results. (Ref. 548)

Please write with CV and current salary to Donald Macdonald, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HF
A Whitehead Mann Group PLC Company.

whiteheadselection

whiteheadselection

National Account Controller

FMCG - Grocery Sector

Location: Open

To £50,000 package, car, benefits

A young, dynamic management team well in tune with the demands of its customers, has made this high profile, branded FMCG manufacturer the market leader in its field. A respected PLC, it has recently published another year of record figures, despite the recession.

They now have a vacancy for a senior sales professional to be responsible to the Sales Director for a team of national account managers and a substantial proportion of their sales.

Aged 28-32 and probably educated to degree level, you will have had at least two years of training with one of the top 10 FMCG companies and gone on to develop an excellent track record of selling food or household products to the major high street retailers. Some brand marketing and management experience would also be an advantage. A committed team member, your presence will win and professionalism will all be self-evident.

The comprehensive package includes a high base salary, performance related bonus and usual 'blue chip' benefits. Career prospects are excellent. (Ref 547)

Please write enclosing CV to James Thorne, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HF
A Whitehead Mann Group PLC Company.

whiteheadselection

SOFTWARE SALES

SOFTWARE GENERATION

£70,000 OTE HERTS

Software Generation: The European supplier of choice for emerging yet proven software technologies, to solve the development productivity problems of major corporations. The company's product portfolio grows as the company grows, and adapts to changing priorities in the IT industry, but the standards of professionalism and service remain constant, as does its outstanding reputation.

Software Generation: An exception to the rule during the last five years, enjoying steady growth, a growing reputation, and benefiting from management which has recognised the direction of IT Development, and always been ahead of the game.

Software Generation: The company's continuing growth has now led to vacancies for Sales Executives who can demonstrate:-

- A proven sales track record in the software industry
- The ability to sell business solutions at senior levels within major corporations
- Energy, commitment, professionalism and ethics
- A grasp of IT trends and their impact on the user community

Remuneration will be excellent, and career prospects clear. These are superb opportunities. In the first instance, please call Kevin McCourt on the numbers below, or send him a full CV at the Reading address of McCourt Consultants. The office is open today (Sunday) between 12.00 and 16.00.

MCL
MCCOURT CONSULTANTS LTD
66-68 St. Mary's Lane, Reading, Berkshire RG1 2LG
Tel: Reading (0734) 509441. Fax: (0734) 507536.

Tri-Wall Europe

COMMERCIAL MANAGER

£ Competitive + Car + Benefits

Monmouth

Tri-Wall Europe is part of the £300m David S Smith Group of companies and is an important producer and supplier of heavy duty corrugated packaging to the UK and Mainland Europe. Continuing expansion and development has created the opportunity to appoint a commercial manager capable of making a significant contribution to the growth and efficiency of the company.

Essential is the drive and energy to lead a team dedicated to improving the administrative, management and planning systems through a multi-disciplined approach. As a key member of the senior management executive, you will possess the broad numerate and business skills to play a full part in the company's planned growth. Equally important, however, are the interpersonal skills needed to manage change in an organisation committed to quality and innovation.

This position carries considerable responsibility and as such the benefits package reflects the personal demands that will be made on the successful individual.

The most important feature, however, is the opportunity to join a company who recognises the development of its own people, and will offer significant career opportunities.

If you are interested in this position or in other opportunities within the David S Smith Group of Companies, please send your C.V. to:-

Nigel Hayter, David S Smith
Packaging Division, Butlers Lane,
Clifton Road, Rugby CV21 3RQ
or Telephone 0788-535329

Tri-Wall Europe IS PART OF

DAVID S SMITH

PACKAGING

Service Solutions

SALES AND SUPPORT PROFESSIONALS
BASED IN COVENTRY AND BASINGSTOKE

One of the world's leading Open Systems and Application Software companies is seeking skilled services sales and support professionals to join their team. This service business is recognised as being of strategic importance, providing an integrated service solution for its customers.

Senior Sales
OTE £50K plus car - High basic

These sales positions require a mature professional approach based on recognised sales training and enough technical competence to quickly establish customer credibility in such value added areas as networking, power and environmental solutions, disaster recovery, UNIX training, facilities and site wide service management and consultancy. The successful candidates should have been working in a quality service environment for at least three years. Understanding a team selling approach and a track record of major account sales is vital.

A critical element of these positions is the liaison with Systems Houses and Value Added Resellers to build successful working relationships.

If you have the required skills and experience for the Senior Sales role please call Jane Collis today (Sunday) on 0734 771100 between 10.00am and 2.00pm. Alternatively, send for the other positions, fax or post your CV to CTA as detailed below, quoting reference JC903.

Sales Support
Circa £24K plus bonus plus car

There are two distinct requirements. The first will require in-depth data communications/networking knowledge, whereas the second will need to be a specialist in delivering power and environmental solutions. These positions require strong skills in interpreting customer needs and the ability to respond rapidly by designing and costing appropriate solutions. You must have the ability to work with a demanding sales force and be skilled in areas ranging from proposal preparation to project management.

CTA

Cathy Tracey & Associates Ltd,
Staverton House, 3-5 Easthamstead Road, Wokingham,
Berkshire, RG11 2EH. Tel: 0734 771100. Fax: 0734 771223

Open Systems
Customer Support & Field Operations

Sequent is the clear market leader in medium and large sized Unix Open Systems, with UK sales that grew by 36% in 1991.

Substantial investment backs our commitment to building on what is already an outstanding range of post-sales services. Within the Centre of Open Systems Excellence we have created, providing first class support is a vital part of our development plans.

We recognise that it is quality and breadth which will continue to differentiate us from our competitors. We therefore only want the most ambitious and capable people to manage and grow our customer support function.

In return, we offer an environment that is second to none within the market place.

Customer Support Manager

Your primary goal will be to develop, expand and manage a large and diverse customer support

operation into which you will institutionalise the very best practices. Such that it will set a benchmark few could aspire to.

Clearly not an option for those inclined towards compromise or who have doubts in their ability to define and achieve the necessary performance and business objectives.

A graduate probably in your mid to late 30s, with at least 7 years managerial experience, key issues will include: the selection and development of personnel; the strategic planning and expansion of organisational structures; and the creation of new support responses which meet customer needs as they evolve.

An outstanding leader of both technical specialists and managers, you should have the underlying commercial strength and awareness required of a position which offers a considerable growth opportunity.

Field Operations Manager

Advanced hardware which is breaking ground in new areas of applications, requires a field support service of considerable intelligence, independence and flexibility.

Your objective will be the complete management of this provision, encompassing installations, upgrades, account management, logistics and the control of maintenance partner relationships.

A key individual in our senior level interface with the market, you must have had at least 4 years hardware support management experience (2 in open systems) and demonstrate a particular ability in putting true operational and management processes in place, not just policy and procedures.

For both positions, remuneration will not be a limiting factor in choosing the right individual.

To apply, forward your CV to Christine Gladen at Sequent Computer Systems, Weybridge Business Park, Weybridge, Surrey KT15 2UP. Tel: 0882 658833.

SEQUENT

BUSINESS ANALYSTS/4GL DEVELOPERS
CONSULT TO BLUE CHIP COMPANIES

HOME COUNTIES M40 CORRIDOR

TO £30,000 + CAR

This is an outstanding career opportunity for a talented and ambitious business professional to work in a consultancy role. Thorogood is a small, highly successful independent consultancy specialising in the provision of market analysis and strategic IT development to an impressive list of blue chip clients.

Your initial task will be to broaden your existing skills base whilst gaining an understanding of the Company's core business. The scope of consultancy work you will carry out will be varied and project-based and will involve the creative application of sophisticated modelling techniques.

We would like to hear from numerate graduates in their mid twenties to early thirties with 3 - 6 years experience in a numerate business environment. Your background will have included significant experience with 4GL technologies, and you will be able to demonstrate a clear ability to apply them in the areas of analysis and modelling.

For this position you should possess a strong commercial awareness combined with good communication skills, and the commitment and enthusiasm to succeed. The demands of this consultancy are high but so are the rewards. It will provide a genuine opportunity to influence the shape and direction of your career.

Please send full personal and career details, including current remuneration level, in confidence, quoting reference ST392 to The Personnel Director at:

THOROGOOD

Associates Ltd

Druids House
24/26 Cradock Street
High Wycombe
Bucks HP13 6LW
Telephone (0494) 464999

Finance Controller

c £35,000 + Benefits

S.E. Wales

This organisation, T/O in excess of £80m, outstanding in its field, is well placed to retain its eminent position through a period of major structural change in its markets.

A key factor in this success will be the delivery of prompt and cost effective planning and reporting services to Functional Heads. Reporting to the Director of Finance, the role will have full functional responsibility for the deployment of staff and systems to maximise advantage. A major contribution will be made to the strategic development of the function enabling a more proactive approach to business management and development.

Candidates should be mature graduates with a recognised accountancy qualification and a track record of success in a Group Finance function or in a significant subsidiary operation with emphasis on delivering visibility and control through sound planning and prompt reporting.

Benefits will be comprehensive providing excellent pension and relocation assistance to a region offering a wide choice of environments, centred on Cardiff, a dynamic and attractive regional capital. The quoted salary will not be a bar to the recruitment of a truly outstanding candidate.

OPUS
CONSULTING

Interested? Then telephone Huw Davies TODAY (Sun) between 2 p.m. and 7 p.m., on (0792) 651533 for a confidential discussion, or write with detailed c.v. to OPUS Consulting Ltd, 1st Floor, 101 Walter Road, Swansea SA1 5QF. Fax (0792) 651534.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Calling all Personnel Managers.

This is not a normal job advertisement. Indeed it may be the first of its kind.

An advertisement in which a company recommends its own skilled people to personnel managers in other companies.

But we're not placing it without very good reason. As you may well know, we are currently rationalising our European oper-

ation and this has unfortunately made job losses inevitable.

But what is unfortunate for us could be fortunate for you.

Federal Express owes much of its reputation to the quality and professionalism of its people.

These highly qualified people, from all

aspects and functions of our business are available for employment.

They have helped us and naturally we would like to help them in return.

If you have any opportunities available please call Federal Express on 0203 343333, and ask for our personnel department, or fax us on 0203 642415.



INTERCONTINENTAL EXPRESS DOCUMENTS, PARCELS AND FREIGHT.

Manufacturing Director Business Forms West Yorkshire,

The company is one of the UK's largest and most respected manufacturers of business forms. Part of a major plc and with strong European connections, the company specialises in designing and producing creative and high quality bespoke print work. A Manufacturing Director is required to take the lead in implementing the company's commitment to higher efficiency and improved customer service through a quality management philosophy. BS5750 accreditation is currently being sought. Applicants are likely to have a degree together with significant senior management experience of running a dynamic, fast changing, manufacturing environment. They will be able to demonstrate success in solving problems in material and machine utilisation and in handling industrial relations. Male or female candidates should submit in confidence a comprehensive C.V. to, N.A. Holmes, Hoggett Bowers plc, 11 Lifford Square, LEEDS, LS1 4LY, 0532-448661, Fax: 0532-444401, quoting Ref: L25024/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

Operations Controller Retail/Catering

Thames Valley

c £38,000 + 50% Bonus + Car

This dynamic and ambitious company is committed to revitalising its operational interests through a carefully planned brand strategy and investment programme. Its objective is to enhance profit/margin performance through raising standards of customer service and product quality. There is a need for a proven and skilled operator to provoke and encourage change within this multi-site operation with a turnover in excess of £100M.

Reporting to the Operations Director, you will be required to motivate, develop and liaise with unit general managers ensuring that operating performance is enhanced and maintained. This will involve:

- developing quality standards throughout the business;
- improving customer service and merchandising/product presentation;
- ensuring achievement of targets for performance and efficiency;

- identifying specific areas of best practice and applying these methods across other outlets where appropriate.

Probably aged mid-30's, candidates will have experience of managing large multi-site retail operations and be able to thrive in a fast-moving, change-oriented environment. Drive, first rate interpersonal skills, commercial acumen and creative thinking are essential characteristics in order to earn respect from experienced, results-oriented general managers and other senior management.

The attractive remuneration package includes a substantial, performance-related bonus, fully expensed executive car and stock options.

Interested applicants should write, enclosing a detailed CV, to James Hyde at the address below, quoting reference number 107J.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

Lautro

Life Assurance and Unit Trust Regulatory Organisation

SENIOR ENFORCEMENT OFFICER (COMMUNICATIONS) CENTRAL LONDON

The Life Assurance & Unit Trust Regulatory Organisation needs to appoint an additional Senior Enforcement Officer to its head office monitoring team. This is a major new position - involving liaison with the heads of Lautro's "field" teams, lawyers, accountants and actuaries - and the remuneration package offered reflects the calibre of candidate sought. The successful applicant's prime responsibility will be to support the Chief Enforcement Officer in his role as Secretary to Lautro's Monitoring Committee. This will include participation in the presentation of reports on serious cases and the preparation of papers on matters of policy, guidance, and rules interpretation. The job-holder will also assist in communicating the Committee's decisions to the Lautro Members they

concern, compile a regular programme of guidance notes to all Members, and help devise and co-ordinate various "paper" monitoring exercises. This is in addition to providing general assistance with answering Members' complex queries. The ideal candidate will be a graduate aged 35-45 and will possess a written style which is clear, accurate, attractive and concise. Preference will be given to applicants who can also demonstrate experience of some sphere of regulation, the life assurance industry, serving committees - or, ideally, a combination of at least two of these areas. Suitable candidates may at the moment be working in regulation, the law, audit, the civil service, or a senior head office position in a life assurance company, and will currently be earning at least £35,000 p.a.

Applicants, who will be considered alongside internal candidates, should submit their curricula vitae to:

Charles Mott, Personnel & Administration Manager
Lautro Ltd, Centre Point
103 New Oxford Street, London WC1A 1QH

Westminster Foundation for Democracy Chief Executive

London

Attractive Package

The Westminster Foundation for Democracy is an independent, non-partisan body recently established by Government with the support of the British political parties and trade unions. Its aim is to promote the development in emerging democracies of pluralist democratic institutions such as political parties, trade unions, the media and voluntary organisations.

Heading a small team, the Chief Executive will be responsible for building an organisation capable of achieving this goal through effective investment of substantial grant-in-aid. His/her key responsibilities will be to:

- promote the influence of the Foundation through extensive travel and contact with relevant bodies overseas;
- apply rigorous financial and management control to suitable projects;
- encourage private sector investment to enhance the Foundation's role.

Candidates should have experience of countries with developing democratic institutions. Familiarity with the workings of national government, acute political sensitivity and in-depth knowledge of emerging democracies are essential, whilst previous exposure to fundraising and PR activity is highly desirable. Key personal attributes include first-class communication skills, personal stature and, of course, total integrity to promote successfully the interests of the Foundation, both within the UK and overseas.

Interested applicants should write, enclosing a CV, details of current remuneration and a summary of the reasons for their particular suitability for this appointment, to Roger Howell at the address below, quoting reference number 110J. The closing date for applications is Friday, 24th April.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

EXECUTIVE OPPORTUNITIES

Agip (U.K.) Limited is the British subsidiary of Agip SpA, a leading international oil company with worldwide operations in four continents. Heavily committed to the North Sea as operator of the T-block fields and with production interests in six others, we have grown rapidly in recent years and are now pursuing ambitious and aggressive exploration and appraisal programmes. To fulfil these commitments and maintain an outstanding level of performance we currently seek the following highly motivated individuals who will be based at our London office.

ASSISTANT ECONOMIC ANALYST

Reporting to the Economic Analyst, the successful candidate will carry out economic analyses and evaluation of new development projects, assess the viability of existing fields and explore alternative development/commercial options.

The role calls for a graduate with several years' experience of financial and corporate modelling within the oil and gas industry. Candidates will be computer literate with well developed interpersonal skills.

LOG ANALYST

Reporting to the Chief Subsurface Geologist you will have responsibility for evaluating well log data from all wells in which Agip has an interest, along with monitoring the work performed by logging contractors. This will involve a wide range of duties including the supervision of wellsite logging, developing and maintaining a petrophysical data base and carrying out a computerised analysis of log data.

You should have a relevant degree with a minimum of 5 years' experience gained with an operator or service company, including two years offshore. In-depth knowledge of all standard types of well log and a good degree of computer literacy are essential, as are good communication skills, commitment and enthusiasm.

For both of the above positions, we offer a competitive salary and benefits package including pension scheme, generous life assurance cover and private medical insurance. Relocation assistance will also be provided where appropriate. To apply, please send a full CV with current salary details to: Clive Painter, Personnel Adviser, Agip (U.K.) Limited, Southside, 105 Victoria Street, London SW1E 6QU. Tel: 071-630 1400.



AgipUK

Sales Director

Consistent sales and profit growth, major long term financial backing and a track record of delivering added value quality IT products and services to major corporates are the keynotes of our client's success story.

The role of the Sales Director will be crucial in ensuring achievement of strategic goals. For the successful individual, it provides an opportunity to take Board responsibility for a UK wide sales team who are developing an expanding prestigious client base. The scope to dramatically influence the future of this business is second to none. Your track record and ability to meet the challenge must reflect this.

You must have a consistently successful track record in selling products and services to major blue chip organisations, as well as having had full accountability for leading a team of at least 25 sales professionals. Board-level credibility, pragmatism and the determination to deliver are essential.

To attract the calibre of individual our client seeks, this appointment carries a substantial basic salary and a range of excellent benefits including equity participation, private health and executive company car.

In the first instance write to **Hugh McVicker** enclosing a full CV together with recent salary progression at **Macmillan Davies Consultants**, Salisbury House, Bluecoats, Hertford, Herts. SG14 1PU or call him on 0992 552552. Fax No. 0992 589434.

A Board Appointment

c. £100,000 Package

South East



Macmillan Davies

SEARCH & SELECTION

CJA

RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PU

Tel: 071-588 3588 or 071-588 3576

Telex No. 887374 Fax No. 071-256 8501

Director level appointment with excellent prospects for wider responsibility within 2-4 years

CJRA

PORTFOLIO MANAGER COMMERCIAL PROPERTY FINANCE

package £35,000 - £50,000 plus car

LONDON W1

FINANCE DIVISION OF MAJOR MULTI-NATIONAL GROUP

We invite applications from graduates or equivalent, in their 30's, who must have had property industry experience and who will be either bankers, lawyers or surveyors with at least 5 years' demanding and creative exposure to arranging commercial property financings either within the professions or with a property management group. As the selected candidate you will report to the Managing Director and be responsible for proactively managing, motivating and monitoring a dynamic UK commercial property portfolio team. It is essential to have successfully managed portfolios and major deals, worked on refinancings, leading a team imaginatively as well as effectively solving problems. This is a high profile role requiring close working with the marketing team and dealing with clients, therefore key personal qualifications will be well-developed management attributes, strong written and verbal presentation skills and an eye for detail. Initial remuneration by way of high salary and performance related bonus is negotiable in the range £35,000 - £50,000, car, contributory pension, insurance, medical scheme and removal expenses if necessary. (Ref: PPM24227/ST).

Applications in strict confidence quoting appropriate reference will be forwarded to our client. If there are any companies to whom you do not wish your application to be sent, these should be listed in a covering letter and the envelope marked for the attention of The Security Manager: CJRA

Deputy General Manager

c.£38,000 + Car

Speciality Chemicals

South Wales

This international company is a major producer of high performance speciality chemicals for Global niche markets.

A graduate Chemical Engineer, you need to have gained extensive experience in a manufacturing managerial role. Your current brief should be to optimise productivity, cost and quality within a batch production chemical process environment.

You should now be keen to use your production expertise to make an impact and establish credibility within a new organisation before gradually broadening into General Management.

A strong commercial appreciation of satisfying internal and external customers and a commitment to TOM is essential while international exposure will prove extremely useful.

**OPUS
CONSULTING**

A negotiable starting salary, car, benefits and relocation assistance are offered to attract the right applicant.

Interested? Then telephone Robert Edwards TODAY (Sun) between 2 pm and 7 pm on (0792) 651533 for a confidential discussion, or write with detailed c.v. to OPUS Consulting Ltd, 1st Floor, 101 Walter Road, Swansea SA1 5QF. Fax: (0792) 651534.

South China Morning Post

Hongkong's Leading English Newspaper

The Classified Post carries the largest volume of classified advertisements in Hongkong. It can sell your property, fill your vacancies, find you a world of business.

Mr. Anthony Turner, Classified Post, 100-102, Queen's Road, Hong Kong. Tel: (852) 490 5551. Fax: (852) 490 2221.



Business Services

Marketing Director

Up to £50,000 + Benefits

North West

The company is the stand-alone subsidiary of one of the UK's leading insurance groups. It provides technical and insurance services to industry and is the market leader in its sectors. This new appointment is seen as critical to future successful business performance and represents a conscious decision to introduce a marketing-led approach.

THE APPOINTMENT

- Member of the top management team, involvement in all aspects of the business.
- Overall responsibility for marketing strategy and implementation of detailed marketing plans.
- Reassessment of the fundamentals of the product, service, volume, price, gross margin mix.
- Management of business sector marketing groups and marketing support services.

REQUIREMENTS

- Graduate calibre intellectual skills.
- In-depth understanding of marketing techniques gained in marketing-led organisations.
- Experience in business-to-business marketing, with probably some exposure to consumer product sales/marketing.
- Significant line management experience.
- Proven ability to pioneer new developments.
- Ability to relate to the insurance business and an industrial customer base.

Please apply in writing with a full CV and salary details by 15 April 1992 to: Geoffrey Mather, K/F Associates, Pepys House, 12 Buckingham Street, London WC2N 6DF.

K/F ASSOCIATES

Search & Selection

A DIVISION OF ROBEY PERRY INTERNATIONAL

HEAD OF SALES AND MARKETING

This is one of the world's major manufacturers of specialised products for manufacturing industry, working to the very highest standards of product quality, delivery and service; the market leader with a reputation which is deservedly second to none.

The Head of Sales and Marketing will be responsible to the Managing Director for achieving budgeted sales through the very substantial sales force, and for marketing development, with special emphasis on strategic and longer term issues.

You will probably be an engineer by training, but will have held a senior position in the Sales and Marketing function, with particular emphasis on sales, in a business which sells premium industrial products. You should have managed considerable numbers, and will have been able to make a contribution at a strategic level.

This is an opportunity to make a major contribution to a first class company in a key role; career prospects are excellent.

Please send your CV in confidence to Charles Theaker, Theaker Monro & Newman, Wrens Court, 60 Victoria Road, Sutton Coldfield, West Midlands, B72 1SY, quoting reference: 4201.

A founder member of
INTERSEARCH
Europe, N. America, Asia

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GLASGOW 041 427 6884 • LEEDS 0532 420128
LONDON 081 863 9001 • MANCHESTER 061 832 0033

High grade industrial products

West Midlands

c. £40,000 Car

**THEAKER
MONRO
NEWMAN**

RECRUITMENT & PERSONNEL
CONSULTANTS

ANTS GROUP
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£35,000 - £50,000
plus car

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South Wales

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MARKETING

THEAKER
MONROE
NEWMAN

Marketing Director

Market Leader - DIY Products

c.£40,000 + Bonus & Benefits (including relocation) South East

Key appointment in leading marketing driven manufacturer and distributor in the DIY sector. Opportunity to plan and facilitate growth and new product development, building from strength.

THE COMPANY

- Major subsidiary of rapidly expanding, acquisitive quoted group.
- UK market leader in core products distributed through builders merchants and retail multiples.
- Well focussed marketing led strategy. Innovative and dynamic board.

THE POSITION

- Devise and implement annual marketing plan through established department.
- Drive NPD strategy with remit to refocus customer base.

- Develop advertising and PR plan to support business strategy.

QUALIFICATIONS

- Graduate calibre blue chip marketer, aged 30-40, with recent branded consumer products experience, ideally marketing to retail multiples.
- Strategic and financially aware operator with vision. Able to conceptualise and implement in a "hands on" fashion.
- Energetic and committed team player with strong leadership and communication skills. Capable of progressing further in the short term.

Please write, enclosing full cv. Ref L1299
54 Jermyn Street, London, SW1Y 6LX

SELECTION
BIRMINGHAM • 021 233 4656 • BRISTOL • 0272 291142 • SLOUGH • 0753 819227
MANCHESTER • 0625 539953 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

Chief Executive

Excellent salary plus substantial bonus and benefits package

Highland Spring is already the leading UK mineral water producer. A Chief Executive is sought to build on the company's current success and to achieve even greater national and international penetration for this premier brand.

HIGHLAND SPRING

- Privately owned, growing at over 20% per annum.
- Multi-million investment in production facilities in Scotland to keep pace with growing market demand.
- Rapidly expanding sector. Opportunities exist for substantial growth in the UK and export markets.

THE POSITION

- Full responsibility for all activities, emphasis on sales and marketing. Autonomous position.
- Reports to Chairman (non-executive). Key member of main Board fully involved with overall strategy.

- Prime objectives to stimulate sales, increase market share, maintain and improve profitability.

QUALIFICATIONS

- Experienced general manager, with international sales and marketing background from blue-chip FMCG company.
- Age is open. Must have proven track record of management success and the energy to lead an ambitious, highly motivated team.
- Vision, flair, strong commercial and financial acumen and leadership skills.

Please write, enclosing full cv. Ref SL1291
7 Shaftesbury Court, Chalvey Park
Slough SL1 2ER

SELECTION
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BRISTOL • 0272 291142 • MANCHESTER • 0625 539953 • BIRMINGHAM • 021 233 4656
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Assistant Director Of Studies - Brand Marketing

c.£35,000 + Car + Consultancy Opportunities

"Our mission is to help Managers enhance their natural curiosity to learn, adapt, and develop, to challenge assumption".

Ashridge is one of the world's leading centres for management and organisational development, and its teaching facility is renowned for its wide-ranging experience and in-depth understanding of the real needs of business.

The successful applicant will specialise in creating and delivering high quality learning experiences for managers attending brand marketing programmes, as well as for researching and developing new teaching materials as appropriate. Ideally aged between 28 and 45 you will have a good first degree, plus an MBA or Ph.D. This needs to be complemented by either five years plus teaching experience at a renowned business school or significant blue chip fmvc marketing experience. We are thus looking for evidence of successful implementation of high quality marketing solutions, either as a consultant or as a practitioner. Other key attributes include international awareness, creativity, and credibility, plus having the overall ability and strength of personality to be able to improve Ashridge's penetration of international marketing. The excellent fringe benefits package will include a car and bonus scheme, plus the opportunity to enhance earnings via private consultancy. Relocation assistance will also be provided to this superb location situated about 30 miles to the North West of Central London.

Male or female candidates should submit in confidence a comprehensive c.v. to: M. Stein, Hoggett Bowers plc, Brunswick House, 61-69 Newmarket Road, CAMBRIDGE, CB5 8EG, 0223-324441, Fax: 0223-32250, quoting Ref: F21021/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEES, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

Head of Contracts and Procurements

Information Technology

With a turnover of over £500 million and employing some 15,000 people, the AA is one of the largest motoring organisations in the world. Best known for its breakdown and recovery services, the Association also provides insurance, financial services, consumer protection, legal advice and publishing.

The tremendous growth and success of the AA over many years has hinged upon its basic aim to provide a highly efficient and comprehensive service to its customers. To support this service requires the best Information Technology that money can buy and each year the Association makes a significant investment to ensure that its systems are always up to date.

Clearly, this expenditure needs to be carefully managed. We are, therefore, seeking an experienced IT professional with a proven track record including the procurement of bespoke turnkey systems. This will

cover the management of Invitations to Tender and the evaluation of Supplier Proposals. A consummate negotiator, you will ensure that the best terms are obtained in all contracts whilst maintaining quality and service.

In recognition of the significant role you will play within the organisation, you will be rewarded with an excellent package including pension and health schemes, 27 days' holiday, company discounts and relocation assistance where applicable.

To apply, please write, enclosing a current CV to the advising consultant, John Kearney at the address below. Please quote Ref: HN574 and include your current salary details and a daytime contact number.

AA

HARVEY NASH DRAGON COURT 37/39 MACKLIN STREET LONDON WC2B 8LN
TEL: 071 333 0033 FAX: 071 333 0032

Operations Manager

c.£28,000

Reporting to the Board of Directors and required to take full responsibility for all manufacturing activities including production materials management, quality and production engineering.

The ideal candidate will be in the age range 35-45 with a degree or equivalent. You will be experienced in the implementation of modern manufacturing techniques, JIT and MRP and have a real focus and commitment to continuous improvement and total quality. This is an exceptional career opportunity for an experienced professional with well developed motivational skills who can demonstrate true hunger, energy and ambition to lead, change and achieve manufacturing excellence in a high volume electromechanical environment.

Production Engineer
c.£20,000

Senior Design Draughtsman
c.£16,000

Chief Accountant
c.£28,000

Applicants must have a reasonable journey-to-work time, no longer than 30 minutes.

Please telephone our Personnel Department
Aroelectric Switches plc, West Molesey,
Surrey, (near Walton-on-Thames)
Tel: 81 979 3232

COMPLIANCE OFFICER

We are the U.K. subsidiary of one of the U.S.'s leading investment management firms. We are expanding our European as well as global operations in London.

We are seeking an experienced (minimum 2 years) Compliance Officer to oversee marketing, investment and back office functions for our investment management and unit trust businesses.

All candidates must be EC Nationals with strong academic backgrounds and solid investment management compliance experience with particular emphasis on IMRO Rules. Additional experience of LAUTRO and U.S. securities' regulations a definite advantage.

We offer an outstanding compensation package of benefits. Qualified individuals should send a current curriculum vitae in confidence to Jon Groom, Director, Alliance Capital Limited, 6th Floor, 155 Bishopsgate, London, EC2M 3XS or fax to 071 496 0050.

Alliance Capital

Member of IMRO



Director European Software Development

Dynamic international service company seeks ambitious, experienced manager to expand its business in the software sector.

With offices in 5 European countries plus the USA, Tek is one of Europe's leading translation companies, specialising in the production of documentation and "localisation" of English software for use in Europe.

The successful applicant, probably a graduate in computer sciences with at least one foreign language, will have a proven track record with a major company in the software, or allied industry. An in-depth knowledge of programming is important, and experience of PC & Macintosh environments. Also experience in project management and software localisation. The post will involve a great deal of client interface.

The ability to play a major part in strategic planning for Tek's European business is essential.

Tek offers excellent prospects with an attractive salary package plus subsidised restaurant and leisure club with squash, gym etc. Please write with CV, in strict confidence to R H Stanley, MD.

Tek Translation International Ltd
Grove House, 27 Hammersmith Grove, London W6 0NE

INTERNATIONAL / UK DIRECT SALES OPPORTUNITIES IN SALES MANAGEMENT

£40k rising to £75k + Age 27-40
LONDON • CHICAGO • TOKYO • FRANKFURT • PARIS
(Japanese Bilingualists also required)

The Hospitality Group is one of the world's largest and fastest growing event promotion groups. The company's main areas of activity are as corporate hospitality village organisers, exhibition organisers and theatrical promoters at events as diverse as the Olympics, the Chicago Opera Festival, the 1993 World Fair, and the World Power Exhibition.

You will be a highly motivated, ambitious individual with excellent communication skills, used to being rewarded by results, and able to move quickly from UK team management to an international divisional management role. The company's services are sold by highly motivated, outgoing, direct sales teams as well as by smaller key account teams. You will therefore have the experience and ability to sell in any type of environment. The remuneration package is designed to attract the highest calibre of sales professionals.

Send CV in strict confidence to The Human Resources Director
The Hospitality Group, 46/47 Pall Mall, London SW1Y 5JG
Quote Ref: JD1

World Leaders in Corporate Event Sales

BUSINESS DEVELOPMENT MANAGERS

To £40K + Car + Benefits

Excellent opportunities for proven IT sales professionals
Admiral Computing Limited is one of the UK's leading software development houses and an important member of the respected Admiral plc group of Information Technology companies.

Since its formation in 1979, Admiral's success has been built upon an unrivalled track record of developing systems on time and within budget. In order to sustain its growth, particularly within the Banking business sector, several opportunities have arisen for IT professionals with proven sales and marketing skills. Your role as Business Development Manager will be to identify, pursue and win new business in major organisations throughout the UK, as well as developing relationships with Admiral's existing customers.

It is likely that you are aged 30-45, and can demonstrate a successful record of selling IT services within 'blue-chip' accounts. Additionally, a good understanding of the systems development process is considered essential.

This represents a superb opportunity to join a successful, highly professional, computer services company offering excellent career prospects.

For further details please contact:

June Davis
Admiral Computing Limited
Admiral House
193-199 London Road
Camberley
Surrey GU15 3JT
Tel: 0276 692209

Offices in Camberley, Bristol, Ayrickton, Coventry, Slough and Leeds



Export Director

Automotive Aftermarket

North West based

c.£45,000 + Car

Our client is a fast expanding force in the automotive aftermarket and is an important division of a major UK based chemical group with substantial interests in many fields.

Reporting to the Managing Director your role will centre on the continuing successful development and implementation of an ambitious marketing programme for Europe of fast moving products, many of which are household names in the UK. Candidates should be in their middle 30's or 40's, well educated and have experience in the automotive aftermarket in Europe and have achieved marked success to date in sales marketing within a manufacturing company. Essential personal qualities must include creative and commercial skills with a 'hands on' pragmatic approach to business plus determination to succeed. A command of German and/or French would be of advantage. Benefits in addition to a high negotiated salary will include profit related bonus, prestige car, free private health for self and family and relocation assistance as necessary. Please write in strictest confidence with comprehensive curriculum vitae to Ref: MB245.

Austin Knight Ltd.,

Ship Canal House, 98 King Street, Manchester M2 4WD.

Replies will be forwarded to our client unopened.

Wrong job - Redundant ?

Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



Call Wilson McKenzie to arrange an initial meeting
Sunday 0831 531721 • Office hours 071-920 0480

McKenzie Waterman

McKenzie Waterman & Co.
St. Alphage House, Fore Street, London EC2Y 5DA

SENIOR RECRUITER / HEADHUNTER FOR 'NEW VENTURE' IN 'PAYMENT SYSTEMS' SALARY EXXC

We are a well established Company looking to expand into the payment systems recruitment market, a venture which will complement our existing business. To this end we are seeking a high-calibre individual with several years experience within this specialist field.

The successful candidate for this post must be able to demonstrate an outstanding track record, an impressive client list, a specialist knowledge of payment systems, the ability to liaise at senior level and the maturity to help build a new business.

In return we can offer you a highly challenging role with outstanding prospects and an excellent salary package working within a friendly, professional environment.

If you are confident that you have what it takes to excel in this post we would like to hear from you. Please reply as soon as possible outlining the reasons why you feel we should consider you.

Please reply to Box 7967.

BUSINESS CONSULTANT

Competitive Salary
Age Range 21-35

Origo Services Limited are currently seeking to appoint an enthusiastic and ambitious person to complement a unique venture within the Insurance Industry.

The ideal candidate would be someone who has knowledge and experience of financial services business, preferably with an independent intermediary background.

The right candidate will be required to provide a consultancy service to both Independent Financial Advisers (IFA's) and Tied Agents in respect of day-to-day business issues and technology requirements. Selection Criteria:

- Financial Services Experience.
- Excellent communication skills - both written and verbal.
- A basic understanding of IT, particularly from a user point of view.
- The ability to work under their own initiative (unsupervised for the most part).
- The ability to work as part of a team (currently consisting of seven).

Suitable candidates should apply in writing to Pamela Martin (Consultancy Manager) at Origo Services Limited, Origo Centre, Heriot-Watt Research Park, Riccarton, Edinburgh, EH14 4AP. Closing date for applications will be Monday 13 April 1992.

ASST SEC to GENERAL COUNCIL

READING to £23K

The General Council and Register of Osteopaths (GCRO) is to appoint an Assistant Secretary, reporting to The Secretary, responsible for day-to-day operations, administration, professional affairs and PR.

We seek a literate and cultured man or woman (some tertiary qualification) with excellent interpersonal skills and a marked capacity for administration, PR and public speaking. Some experience of health care, professional organisations and/or HR Forces useful but not essential. Non-smoker. Age indicator 48-56.

Salary negotiable to £23K. No other benefits. Relocation not envisaged.

Please write to the consultant to the GCRO: David Mackintosh, Mackintosh Enterprises, 7 Dover Park, Windsor, Berks SL4 4BQ quoting Ref: DM/112.

Systems Director

Midlands : c£60,000 + bonus and executive benefits

With the backing of a £multi billion Plc and a clear plan for aggressive expansion, this dynamic computer services business already has an enviable track record. A well established customer base and a total quality commitment have provided the platform for threefold growth in the last 5 years. With the appointment of a new senior management team, the business is poised to double its share of the value-added services market, particularly in the open systems arena.

Reporting directly to the Managing Director, this high profile role will play a key part in creating a more commercial and customer-responsive organisation.

In running this part of the business you will have several key priorities. Firstly you will ensure the highest standards of client service, creating the breadth of technical expertise to predict and respond to customer requirements for leading-edge systems solutions.

The second, equally vital, emphasis will be on delivering exacting sales and cost budgets, ensuring maximum resource

utilisation on customer projects. In addition, you will provide high quality internal MIS solutions for this 700 strong business; this will entail managing an already highly motivated function to maximise productivity whilst developing the quality programme.

To succeed you will be a dynamic, commercially strong MIS professional who is equally confident in technical and business areas. A demonstrable track record of managing change in a quality, profit-led organisation is crucial, as is your expertise in managing numerous, complex projects to tight deadlines through diverse groups. You will also be comfortable managing in a multi-platform environment with the focus on applications support/management.

Above all you will be a highly credible, persuasive business manager able to add maximum value to our client's growth plans in the minimum timescale.

Please write, enclosing CV, salary details, and quoting Ref 82513 to: Sean Redmond, IT Practice, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Excellent opportunity for FMCG/Financial Products marketing professional to provide strategic and practical support to sales units

MARKETING-FINANCIAL PRODUCTS

CITY

c.£35,000 + banking package

Royal Trust offers a variety of international services designed to meet the banking, investment and financial strategies of our clients.

The Europe and Caribbean division of Royal Trust is developing and building a marketing operation based in London. We need to recruit a key member for this team who will report to the Head of the Team and be responsible for British Isles marketing; this will involve the development of a marketing strategy both for the export of RT products of British Isles origin through RT distribution channels overseas, and for the import of RT products from other locations worldwide.

We are looking for a graduate or equivalent, with a minimum of 5 years' demanding marketing

experience which must include FMCG as well as financial services products.

Competence in the following areas is essential: market research and strategic planning; product design; advertising; direct marketing; sales presentation and development; public relations; building a database marketing capability and programmes.

We offer a salary of c.£35,000 + car benefit, mortgage subsidy, non-contributory pension and performance related bonus opportunity.

Applications, with full cv, should be sent in the first instance to Mike Burns, Managing Partner, Human Resources, Royal Trust Bank, Royal Trust House, 48-50 Cannon Street, London EC4N 6LD. Please quote: MFP on envelope.

ROYAL TRUST
INTERNATIONAL

Stamp Production Manager



Take a moment to consider the following facts: each year, Royal Mail produces over 5 billion stamps. We launch over 100 new products. The production budget alone is £20 million. All this activity takes place in an organisation with an expanding turnover in excess of £4 billion: an organisation which has achieved growth in profits in each of the last five years.

The facts shouldn't disguise the business goals: to uphold our worldwide reputation for the highest standards of print and to provide for all our customers the highest levels of service.

Now take a moment to consider our offer: the responsibility, in a newly created post, for driving the entire stamp, stamped stationery and philatelic item production processes - from design to delivery.

We are looking for an exceptional individual to join our highly motivated management team. We will look to you to increase our efficiency, shorten the process chain, and reduce production and distribution costs. You will ensure that our products maintain our worldwide reputation for the highest standards of printing and are available at all times to our retail network (incidentally, the largest retail network in the UK).

You must demonstrate a combination of high level communication skills, a strong project and production control background, and an ability to develop and manage your team. You will have a sound knowledge of the various print processes and related activities - including dealing with security printers. The principles of Total Quality will come as second nature.

Our competitive, flexible package includes a car, pension, health insurance, five weeks holiday and a performance related bonus.

If you are interested please send your CV giving personal information and full career history to: Rowena Margaret, The Assessment Consultancy, Management Assessment Centre, Cotnis House, RUGBY, Warks, CV23 0AA.

The closing date for applications is 15th April 1992.

Royal Mail is an Equal Opportunities Employer

General Manager

O.E.M. Captive Finance Company

Competitive Package plus Car

North West

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

This role offers broad scope to use strong team management skills within a captive finance company of a commercial vehicle manufacturer. You will be responsible for facilitating the sale of company products, enhancing dealer relations, and ensuring the integrity of operating systems. Your ability to market specialised financial services within the context of sound underwriting criteria is essential.

As a graduate, preferably with over ten years of experience in capital equipment finance, your strong finance and business analysis skills will be well utilised in this challenging position.

Prospects will match company growth and performance will be rewarded.

Candidates should send a comprehensive c.v. or telephone for an application form to: Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T. 645F1).

FOUNDER MEMBER

PRINCIPAL BATTERSEA TECHNOLOGY COLLEGE

LONDON'S FIRST LEA-SPONSORED CTC-STYLE SCHOOL

The challenge will be the creation of a centre of excellence providing a sound, broad education with an emphasis on Mathematics, Science and Technology.

The initial task will be the management of radical change in an inner-city school while, at the same time, leading the complex and exciting process involved in achieving full CTC status.

You must have an enthusiasm for the CTC concept of education and a proven track record as a senior manager, particularly in the management of change. A strong and effective leader, with experience in

working with business and industry, you demonstrate a strong commitment to the education of children.

The college will enjoy the full support of LEA, the maximum amount of institutional autonomy, and substantial LEA financial input into refurbishment and equipment.

An excellent remuneration package is negotiable. To apply, please send a brief cv, in confidence, to: Tom Wall, Ref: 5649/TJW/ST, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

Wandsworth

The Wandsworth is an Equal Opportunity Employer. We welcome applications regardless of race, colour, religion, ethnic origin, sex, marital status, disability, or age. All requirements are based on the terms of the contract and are subject to the law.

PA Consulting Group
Creating Business Advantage

Executive Recruitment - Human Resource Consultancy - Advertising and Communications

Bring home the benefits of our new buying strategy

Buyer - Electrical / Hardware
Central London, c.£30,000 + Car

Woolworths has an established and successful presence in the home essentials market. Already market leader in many areas including batteries, lightbulbs and adhesives, we are

now implementing a new strategy aimed at further increasing our strength in electrical and hardware products.

As Buyer we will look to your product knowledge, supplier management expertise, commercial awareness and sheer resilience to make the difference. We will expect you to control and exploit a £multi-million budget and create change, through the implementation of your own forward looking business plan.

Probably a graduate, but certainly an

experienced Buyer of a high calibre, you must be able to demonstrate a successful record of achievement and be at home in a teamworking environment.

Salary and Company car will be complemented by benefits including pension scheme, staff discounts and profit share.

Forward your full CV and salary details quoting ref: C511, to Mike Beer or Penny Bailey at Juniper Woolf Nucleus,

Gemini House, 180 Bermondsey Street, London SE1 3TQ. Fax 071 407 6175.

WOOLWORTHS

BRING STYLE AND EFFICIENCY TO THE MANAGEMENT OF OFFICE SERVICES

In the London base of this major international hospitality group

c.£32,000 + car

This advertisement is not addressed solely to professional Facilities Managers. A team of senior managers and strategists has been established in Central London to work closely with the Chairman and Executive Directors, developing policies to retain and extend Bass's leadership within the hospitality industry. Every aspect of life and work in this London office must run easily and smoothly, and this position has been created to ensure its efficient operation. As we have implied, this is not a standard Office Management job. The direction of the highly competent support staff calls for attention to detail and man-management/inter-personal skills, rather than specialist knowledge (although comfort in the IT world would be a positive advantage). The real added value of the role will depend upon the establishment of a sense of purpose, the achievement of standards of excellence and ultimately the creation of an image and a culture which fits Bass's position in the business community. Ideal candidates could be established facilities or administration managers, but equally they could be officers from the armed forces or hotel managers; indeed they could come from any profession that brings an instinctive understanding of the need to set and achieve high standards in all things, particularly service. They will have style and warmth, they will communicate easily and well at all levels, and they will be equally comfortable with both the directional and the routine aspects of the job. Please send full career details, quoting reference WE 2035, to Terry Ward, Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2QL. Tel: 071-439 4581.

WARD EXECUTIVE

LIMITED
Executive Search & Selection

Bass

SYSTEMS ADVISOR

IS Strategy, Co-ordination & Control

West Country

c.£37,500 + car

This successful British plc is a major player in the aerospace and defence industry with strong links in Europe, USA and The Far East. Change has been to the fore over recent years as the group has sharpened its competitive edge in an increasingly demanding world marketplace. As its positive new strategies begin to take effect moreover, this climate of change will continue to flourish. Not least, in the systems area.

With substantial on-going investment in systems throughout the group, there is a need to develop a consistent strategy and a cost-effective and controlled approach to new projects. This is a central role working closely with the systems managers at the subsidiaries. The brief will be to act as an internal consultant, developing and communicating best practice; ensuring that projects are handled effectively; and conducting post implementation performance reviews.

Candidates are likely to be graduates with a strong

IS background. We are looking for at least five years experience in a large industrial company and exposure to manufacturing control, project management, financial and CAE systems. You should have held a systems development, audit or consultancy role and be familiar with IBM and DEC platforms.

This is a key new appointment in which communication skills are essential. It will suit an ambitious individual with authority, sensitivity and a practical approach. There will be generous benefits package including relocation where appropriate, and opportunities for career progression within the group.

Please reply in confidence, giving concise career, personal and salary details to Paul Carvossa, quoting Ref. 1671.

For Executive Selection
58 St. James's Street
London SW1A 1LD (071-629 8070)

EGOR
EXECUTIVE SELECTION

United Kingdom - Belgium - Denmark - France - Germany - Italy - Netherlands - Portugal - Spain - Switzerland

MANAGEMENT CONSULTANCY BANKING SYSTEMS

SENIOR/PRINCIPAL CONSULTANTS £40K
TO £60K PACKAGE

International Appointments

Terence Chapman Associates Limited is a highly-regarded management consultancy providing systems-related services to international banks. Based in Gresham Street in the City, we are engaged in major systems projects in Luxembourg, Finland, Poland, Hungary and Czechoslovakia, and we are currently establishing subsidiaries in Warsaw and Budapest.

Our assignments include systems strategy studies and the management of systems implementation and software development projects for a blue chip client list that contains some of the leading names in international banking.

To sustain our strong international expansion we are looking for a number of senior or principal consultants. Some positions will be UK-based with the likelihood of overseas assignments lasting typically 1, 3 or 6 months. For other positions you can expect to be based abroad for 12 months or more.

We are looking for outstanding banking systems professionals with broad experience of implementing or advising on banking systems. Your expertise will probably have been gained in a software house, management consultancy or banking environment. Knowledge of IBIS/AS, Vertax, Internet, IBS-80 or another international banking package is essential and in-depth expertise in the implementation or development of SWIFT related applications would be an advantage.

Your excellent personal skills, intellectual ability and track record will enable you to play a key role in developing client relationships and in managing and conducting assignments with the reliable, quality results our clients expect.

In return we offer varied and challenging work in a professional, well organised environment, and a very attractive remuneration package. We are a highly successful, profitable business with excellent team spirit and a total absence of the bureaucracy and frustrations of working for large organisations.

To find out more, please call Tom Brady or Colin Barker during office hours on 071 506 5588, or write to us with your CV at Terence Chapman Associates Limited, 99 Gresham Street, London, EC2V 7NA, facsimile 071 506 5418.

TCA
MANAGEMENT CONSULTANTS

A strategically important opportunity for a European
IT Marketing and Sales Professional to build the business
of a young, rapidly growing software company....

GENERAL MANAGER - EUROPE

London Based PC Software

We are a US developer and publisher of writing improvement software and a technology leader in reference software products which have won numerous awards in America.

Our impressive growth rate continues and having recently launched our European subsidiary, we are now wishing to strengthen our management team by appointing a General Manager - Europe.

Reporting to the President and CEO, your remit will be to develop and implement the European marketing and sales strategy, provide strong leadership and direction and build relationships with distributors and publishers throughout Europe.

A background in all facets of general marketing and sales management in a small company experiencing rapid growth should be complemented with a sound knowledge of the PC software market.

Of graduate calibre with a proven European pedigree gained within the Micro Computer Industry, you will need to demonstrate an ability to establish and grow long term business relationships with European distributors. Previous exposure to US culture and reporting would be seen as desirable as would a proficiency in the German or French language. Assertive and analytical, you should have the vision to view the opportunity as a progressive career step with significant long term potential.

The income package will be commensurate with the importance of this appointment.

For a confidential discussion, please call our Advising Consultant, Richard Champion today on 0562 884166 between 5.00 p.m. and 8.00 p.m., or during normal office hours on 0562 888838 (24 hour answering service). Alternatively, please submit a Curriculum Vitae to the address below.

Champion & Partners Ltd.,
Palladium House, 141 Worcester Road, Hagley,
West Midlands DY9 0NW
Telephone: (0562) 888838. Fax: (0562) 885941.

CHAMPION & PARTNERS LTD.
RECRUITMENT CONSULTANTS
UK - Netherlands - Belgium - USA

Systems Integration Government Sales Specialists

to £70,000 + benefits

Already one of Europe's leading systems integrators with a £multi-million turnover and a mature customer base, our client is poised to fulfil its five year plan of becoming a major player in the global complex systems arena. The drive towards a more sales-led and customer orientated business is further enhanced by a corporate commitment to total quality and substantial investment in research and development.

One of its key growth areas will be in large, complex government projects. This has created the need for a number of senior sales professionals to sell at strategic level to named accounts and develop new business opportunities.

Currently in a senior sales or marketing role for a £multi-million IT or communications

vendor you will be able to demonstrate a successful track record in selling software and services-led projects valued at £1 million or more.

As well as a thorough appreciation of the workings of government departments, you should have particular experience of HMC+E, DSS, and MOD. You will be credible at the highest levels and able to manage extensive resources to deliver strategic business solutions to client problems.

The scope to develop your role within this growing business is substantial, as are the rewards for success. These include an excellent base salary, negotiable guarantee, fully expensed executive car and other large company benefits.

Please write quoting ref: 82511 to Sean Redmond, IT Practice, MSL Group Limited, 32 Aybrook Street, London W1M 3JL. Tel: 071 487 5000.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Our winning team
needs new
members.

(Goal scoring ability essential).

Sales Consultants
Good Basic Salary
Potential first-year earnings
£20,000
plus quality car

As a Sales Consultant working for Black Horse Financial Services Ltd, you would enjoy a number of distinct advantages.

As part of the 'winning team' that has made us one of the fastest growing financial services companies in the country, your client base would be provided by Lloyds Bank's own customers.

Consequently every day would present you with excellent opportunities to achieve your goals and advance your career at a very rewarding pace.

Possibly this is the move you have been waiting to make to further your prospects within the financial sector. Or you're ready to switch your proven sales skills to the sphere of personal finance.

Either way, if you can convince us that you have the ability, and personality to advise our customers, we'd certainly like you to join us.

Suitable people will be aged 25-45, educated at least to 'O' level standard, prepared for a demanding interview and ready to pick the phone up now.

Call 0345 345015, whatever the time, quoting reference NAT8-calls are charged at local rates.

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£45k + car + benefits
Nottingham

Culture

Nottingham is a city of culture, commerce and change. Established a year ago, the Greater Nottingham Training and Enterprise Council's mission is to harness these forces to ensure the continued economic development of the region through the enhancement of training, enterprise and education. With a turnover of £20 million and a staff of 60, the company has the quality employees, the money and the motivation to succeed, but needs the management of a dynamic and results oriented Chief Executive to "make it happen". To meet the challenges of this pivotal role, you must demonstrate:

- a track record of success within a PLC or equivalent, culminating in a MD/CE level appointment
- the ability to define, implement and monitor corporate strategy in congruence with a powerful mission statement
- a thorough grasp of the "bottom line" of corporate finance

- the leadership skills to work through and with people
- sustained achievements in new business generation
- experience of cultural change through acquisition, merger or MBO
- exposure to the public/private sector interface

Local market knowledge would, of course, be a plus, but it is less important than the drive, vision and commitment necessary to ensure success in this high profile role which offers a unique opportunity to make the dream the reality. If you are that catalyst, then please send a full curriculum vitae to:

BAUGH GAFFNEY RECRUITMENT
BAUGH GAFFNEY HOUSE
12-13 CHEAPSIDE
NOTTINGHAM NG1 2HU

The Greater Nottingham Training and Enterprise Council is actively working towards Equal Opportunities.

Change

Product Engineering Director

SOUTH WALES : c.£50,000 + car + benefits

Our client is the European Division of a multinational company operating in 32 countries. With a worldwide turnover in excess of \$1 billion they employ over 9000 people supplying systems for cooling, exhaust, heating, ventilation and air-conditioning to car and truck manufacturers.

You will be accountable for the direction and day to day management of a European Technology Centre encompassing all development, test and product engineering resources in Europe. You will also, with your counterparts in the U.S. and Japan, contribute to the development and implementation of the Group's corporate strategy.

Market Development and Customer Services will be critically important areas of your responsibility. You must, therefore, have a mature, sophisticated and resilient personality capable of managing, influencing and communicating across a wide range of audiences and cultures.

Aged around 45 you will be a graduate in a technical engineering discipline, preferably with a further business qualification.

With at least 10 years as a Senior Manager you will have technical, commercial, profit centre and international management experience.

Proven selling ability and project management skills are essential. An understanding of Japanese management style, expertise in heat-exchange technology and competence in German and Spanish language would be distinct advantages.

The remuneration package includes a company pension scheme and normal large company benefits. Relocation assistance will be available where appropriate.

To apply please write with full CV to Richard Knowles, MSL Group Limited, Broad Quay House, Broad Quay, Bristol BS1 4DJ, quoting reference number 13001.

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You will be given immediate responsibility for managing a team of professionals engaged in high priority projects. In addition, you will be required to identify and develop new service and product opportunities.

Educated to degree level you must be fully conversant with current thinking in training and

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The salary is for discussion, together with a range of benefits including a fully expensed car and, where appropriate, assistance with relocation.

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TRAINING AND SKILLS DEVELOPMENT DIRECTOR

U P T O £ 3 5 , 0 0 0

The responsibilities of this job are wide but revolve mainly around the development of strategies (in association with Directors' Company Development and Economic Development) which will build productive partnership with local industries and education bodies.

It is only by developing such partnerships and improving the skills of the workforce that we

TRAINING

can achieve better productivity and, in turn, improved economic growth.

A vital part of your role will be to ease access to education, training and information for school leavers, the unemployed and those returning to the labour market. This will involve securing and managing funds from a variety of sources including Scottish Enterprise,

COULD YOUR TRAINING LEAD TO OUR GROWTH?

PRODUCTIVITY

After a successful first year, Scottish Enterprise Tayside (SET) has embarked on an ambitious programme of innovative projects which aim to stimulate economic growth throughout the Tayside region. And we believe the key to this growth is training.

So as you might expect, we are looking for a highly talented person for the post of Training and Skills Development Director. Someone who will ensure that the people of Tayside attain the level of skills necessary to enable local companies to compete effectively in domestic, European and international markets.



European Funds and industry.

Your training for this role is important and some knowledge of SEN/LEN/TEC training policies, procedures and operations would be useful. Essential however are leadership skills and the initiative to keep SET at the forefront of training and education developments in the region.

ECONOMIC GROWTH

If you think you've got the expertise and skills necessary to improve the training and skills in Tayside, then we'd like to hear from you.

The rewards for the right person are generous and reflect the importance of the role.

To apply please write enclosing a comprehensive CV within 14 days to Charles Fairley, Chief Executive, Scottish Enterprise Tayside, Enterprise House, 45 North Lindsay Street, Dundee DD1 1HT. WE ARE AN EQUAL OPPORTUNITIES EMPLOYER.

Commercial Manager

Commodities

£40,000 & Car

Our client, a major international services and marketing group, is looking for a Senior Manager for their Commodities Division.

The position is to deputise for the General Manager of the division in his absence and to add staff support to his role. Working closely with the world-wide Regional Directors, the successful applicant will be expected to assist in maximising regional business growth and assess and evaluate all new business opportunities. Responsibilities will also include ensuring that accurate and timely reporting is maintained at all levels.

The successful applicant will be a graduate, probably with an MBA and a background in the chemical industry. An experienced Manager with a high level of numeracy and an acute analytical mind is essential. The preferred age is for someone in their early 30's.

Please apply with full C.V. to S.P. (City), 15, Eastcheap, London, EC3M 1BU, quoting reference JC115/92. Closing date for applications is 10th April 1992

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Two senior positions have been created to strategically develop the U.K. market. Reporting to the General Manager, you will be responsible for the development of defined vertical markets, leading complex sales negotiations at board level.

To succeed in this role, it is likely that you will have the following qualifications and experience:

- A minimum of 4 years sales experience, selling to senior level management
- A track record of high value, solution based sales, where the emphasis is on understanding the customer's business.
- Experience of one of the vertical markets detailed above.
- A commitment to excellence, with customer satisfaction being of key importance.
- Creative, aggressive and tenacious.
- Excellent communication and inter-personal skills.
- Good education and aged between 28 to 40 would be desirable.

To apply, please forward a C.V. outlining your qualifications and experience to: Karen Whelan, Management & Executive Selection, 2nd Floor, Albany House, 324 Regent Street, London W1R 5AA. Fax: 071 636 2471.

DIRECTOR OF SALES

To direct regional Free Trade Sales operations achieving volume, share and profit objectives



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South of Scotland

Within Bass Brewers, the brewing, brand owning and wholesaling arm of Bass plc, three geographical business units drive the sales effort across the UK. In Scotland, Tennent Caledonian Breweries operates through a number of regional trading operations, each of whose Director of Sales takes personal responsibility for driving the sales and customer service activities. Reporting to the Sales Managing Director of Tennent Caledonian Breweries, the Director of Sales represents the senior corporate face throughout the trading area. The major task is to lead and develop the sales team, taking account of both short and long term market objectives and achieving planned volumes, mix, margins, share and -crucially- profit. This is a highly competitive and rapidly changing market place, and the DOS must be able to adapt accordingly. Candidates (ideally with experience in the drinks industry though this is by no means essential) must be bright enough, strong enough and resilient enough to flourish in such an environment. Probably in their late thirties/early forties, they should be graduates and leaders, with proven skill both in selling and in managing a sales team. It would be particularly valuable if they also have experience of other business disciplines - perhaps marketing, finance, distribution or IT. This is far more than just a job to be filled. It represents a clear opportunity to strengthen the company management succession plan, so we will only be interested in candidates of the highest calibre. In turn, the Company's calibre as an employer is evident in every aspect, from its genuine commitment to equal opportunity to the unusually attractive fringe benefit package. Please send full career details, quoting reference WE 2040, to Terry Ward, Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2QL. Tel: 071-439 4581.

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The business is characterised by a complex mix and flow of materials and profitable growth critically depends upon the ability to plan and control this flow. The objective of this role is to manage the development of a department comprising materials planning, inventory control and purchasing that can be effective in meeting high response levels whilst minimising investment in inventory.

You are likely to be a graduate in your early 30's, whose skills and abilities include high levels of numeracy and financial understanding, creative thinking, planning expertise and persuasive people leadership. Ideally your experience should have been gained in a fast moving component based materials planning environment. Ref: 237J.

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The role includes some activities with which you will be familiar such as systems development and asset management control. In addition it will add experience in developing your business strategy skills together with substantial operational management responsibility. This is a real challenge as your first step outside Finance.

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Both roles are seen as entry points into the organisation for individuals of high potential and my client offers a comprehensive range of fully competitive employment conditions.

Applicants of either sex should apply in confidence, to Michael Johnson on 0962 844242 (24-hour service) Fax No. (0962) 841998 or write to Johnson Wilson Recruitment Ltd., Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting the appropriate reference No.



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At the forefront of our future development, you'll advise on national policy and procedure guidelines and provide constant support for staff on technical matters.

Very much a pivotal role, it will involve ensuring effective lines of communication, especially with divisionally based Development Managers, and drawing together regional and divisional profiles to get a clear picture of needs, trends and our performance.

Together with substantial experience at senior level in a Housing Association, you'll also need to be familiar with the development process and building procurement. And as the ambassador for Anchor in external discussions and negotiations, your communication skills must be highly accomplished.

For more information and an application form please ring the Recruitment Line: (0865) 311511.

Closing Date: 10th April 1992.

Anchor is working towards being an equal opportunities employer.



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Shirley
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Reporting to the Managing Director, your objective will be to maintain the structured growth of the company and take full responsibility of all aspects of sales and marketing. Working within a professional environment, you will lead an established sales team some 30 strong.

You must combine a proven record of success within the housebuilding sector with the strength of management that is essential to sustain our successful growth record. Salary, which is negotiable, will reflect the importance of the post, and is complemented by a full range of benefits.

Please write with full career details to: Mr B K Harvey, Managing Director, Alfred McAlpine Homes Midlands Ltd, Arden House, Oakenshaw Road, Shirley, West Midlands B90 4QY

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You will be rewarded with salary and benefits commensurate with a position of this level, and unlimited career prospects within the group.

Please send a written application, together with CV, to Carolyn Atkins, Pearl & Dean Ltd, Summit House, 27 Sale Place, London W2 1YR. Or fax your CV on 071-402-1713. Closing Date 6/4/92.

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PRESTIGE
appointments



Administration Manager

The Biochemical Society wishes to appoint an Administration Manager based at its London office. The post will involve the servicing of the Society's governing Executive Committee and Council and relative administrative and executive functions including the office management of the London premises. The successful candidate is likely to have some experience in a committee based structure and be able to demonstrate sound organisational skills.

The Administration Manager reports directly to the Society's chief executive and, after a period of assimilation, will be expected to work under minimum supervision. Salary will be negotiable dependent on qualifications and experience but in any event will not be less than £17,000. An extremely attractive Pension and Health Insurance Scheme is available.

Further details can be obtained from Glyn D Jones, Executive Secretary, The Biochemical Society, 99 Portland Place, London, W1N 3AJ. Telephone 071-580 5530 Fax 071-323 1136. Letters of application, which should be accompanied by full career details, should be received by 15th April 1992.

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Trees are the world's only source of renewable structural material. Timber is responsible for half of Britain's trade deficit. Yet every year almost half our timber crop is pulped, burned or left to rot. At Hooke Park College, in West Dorset, The Parnham Trust is training a new generation of entrepreneurs to set up manufacturing businesses which use this neglected material.

An educational charity under the direction of John Makepeace, The Parnham Trust seeks a highly motivated individual to raise funds to enable the Trust to develop its facilities at Hooke Park. The successful applicant will have a proven track record in charity fund-raising and excellent communication skills. Computer and/or keyboard skills, and a commitment to the ethos and aims of The Parnham Trust, are essential.

Applications with full CV by 17 April to: The Secretary, The Parnham Trust, Beaminster, Dorset DT8 3NA.

THE PARNHAM TRUST

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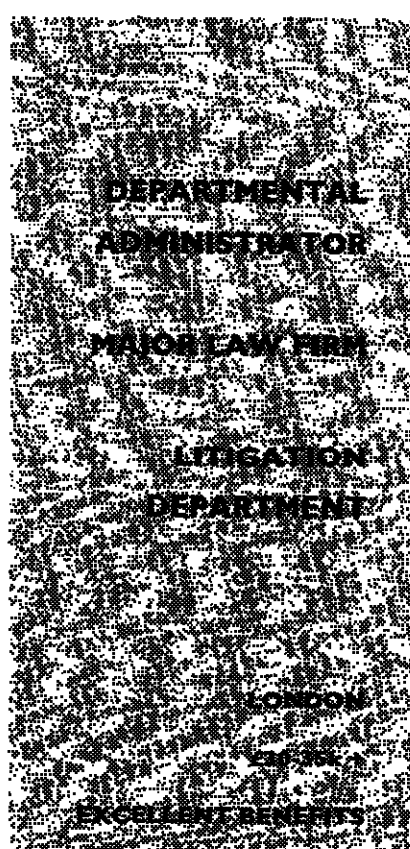
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The successful applicant will have proven administrative skills, preferably supported by membership of the Institute of Administrative Management, the British Institute of Management or a similar organisation. They should have a comprehensive knowledge of financial accounting, partnership and/or commercial issues. Computer literacy with experience of spreadsheets, relational databases and desk top publishing is essential.

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The role would be suited to an energetic and professional sales-person with the ability to contribute towards the company's success at a high level. The successful applicant will be well rewarded.

Please apply in writing to:
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UK Sales Director,
Mordaunt Short Limited,
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(Hong Kong)

The leading international publisher of shipping business information and organiser of maritime exhibitions and conferences is looking for an ambitious and effective sales executive to work out of its Hong Kong office.

The successful candidate will have a proven record of successful attainment of sales targets. A knowledge of the maritime industries would be an advantage but is not as important as an ambitious approach to sales development. Some regional travel will be involved.

Attractive salary/commission package will be offered to the right candidate.

Interview to take place in London - Wednesday, 8th April 1992. Please send a written application, together with CV, to Vanessa Stephens, The Seatrade Organisation, Seatrade House, 42-48 North Station Road, Colchester, CO1 1RB Tel: 0206 45121 by 1st April 1992.

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Help through the minefield

Widget Finn reports
on the quality of
advice for sale
by a flourishing
number of careers
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Open the Yellow Pages to "Careers Advice" and you will find a confusing mix of analysts, counsellors and consultants, curriculum vitae writers and even graphologists. Their target is broad: the new graduate, the established executive in the wrong job, the person who has been made redundant, the mature woman wanting to resume a career or begin a new one after bringing up a family — all are seeking assistance.

Malcolm Peel, head of consultancy and advisory services at the British Institute of Management, describes the careers advice scene as a "minefield". "Individuals should beware," Mr Peel says, "while there are some extremely professional organisations in the business, there are also many who are out to exploit people in a very vulnerable position."

Services range from typing a CV (sometimes even inserting spelling and grammatical errors) to a series of structured interviews. The qualifications of career advisers vary from a sympathetic ear and shared experience (usually of redundancy) to degrees in business management or occupational psychology. The analytical methods can range from a "quiet chat" to the gamut of psychometric tests. The wide range of approaches are valid, says recruitment consultant John McManus, providing they are properly conducted.

"Some people don't need a full advisory service," says Mr McManus, managing director of the John Courtis partnership. "The young professional who is still in demand may just require some interview practice and guidance on how to write a CV. The mature candidate who is contemplating a career change might need total support including psychological counselling."

Writing CVs is a growth industry judging by the number of newspaper advertisements. The basic service, typing information provided by the client in CV format, costs £24 from



The Office Box in central London. The Same-Day CV Company in Gerrards Cross, Buckinghamshire, has a package including interview techniques and replying to job advertisements which costs up to £75, while the Cambridge CV Service will spend two hours working with the client to compile a CV and charge £35.

However, a professionally produced CV can be self-defeating. Marketing manager Jonathan Marsh's CV landed on a recruitment consultant's desk with, as he learnt later, five others in an identical format from the same source.

Selecting the right career adviser can also be a bewildering process and often the individual is not in the right frame of mind to make an objective choice. How can those who are not part of a company scheme pick their way through the minefield?

"People should find out what they are getting for their money," says Siobhan Hamilton-Phillips, chief executive of the Vocational Guidance Association. "Ask about the consultant's qualifications and how long the business has been established. They should also establish that the service is right for their needs."

The VGA, founded in 1954, was among the first career advisers to use psychometric tests which are designed to disclose personal qualities,

interest and aptitudes. All VGA counsellors are psychologists who, Mrs Phillips says, can identify any underlying problems which may be causing a client to do badly in his or her current occupation. Fees are £245 for the career development programme and £445 for corporate services. The organisation's clients have had some dramatic changes of career direction, like the temping typist who became a patent agent.

"She would never have had the courage to attempt such a profession," Mrs Phillips says, "without the confidence and support of vocational guidance." Being told that you have a low threshold of boredom may not sound like a confidence-booster, but for David Lowings it helped him to change direction into an area which was better suited to his personality.

"I had spent seven years working my way up in product management," Mr Lowings says, "and couldn't understand why I was bored by the job which I'd always wanted. As soon as I'd overcome the learning curve the job seemed to become repetitive."

Mr Lowings attended an open evening at Career Counselling Services in London to learn what was involved in their programme. He had four weekly sessions with a counselling psychologist and found the process of tests and analytical

discussion "very revealing". Mr Lowings realised that he needed a more stimulating role, and followed his counsellor's recommendation to become a marketing consultant.

Robert Nathan, director of Career Counselling Services, says: "Tests don't provide the answer. They act as a catalyst by revealing themes and patterns, but a person has to make the decision about a change of career through research and hard work." The company has a range of options, from educational guidance for under-21s at £260 and one-off consultations at £70 to career development counselling at £325.

Careers for Women in London provides vocational guidance for students, but it also offers counselling sessions and workshops on a variety of careers for women returners. A charity, its fees are kept low to encourage women who are not employed. A one-hour counselling interview costs £65 and a programme of psychometric tests is £161.

The cost for commercial advisory services range from a few hundred pounds to several thousand pounds, whereas the career service offered by local authorities is free but varies in different areas according to funding. The recession has caused a proliferation

of organisations specialising in outplacement services with varying standards. The Institute of Personnel Managers' Outplacement Forum has a code of conduct but no teeth — the code applies only to individual members so organisations cannot be brought to book for malpractice.

Mr Peel would like to see an institution which would regulate and control the industry, but in the meantime some of the larger consultancies — particularly those which are part of accountancy practices — are self-regulatory. Outplacement consultancy Right Associates for example, undergoes a stringent annual quality audit covering everything from the delivery of programmes to the standard of notepaper. As a global company, says John Woolger, the managing director, we have to ensure the integrity of the programme from Alaska to Hong Kong.

Despite the lack of overall standards for career advisers, the fact that they exist is, Mr McManus says, "terrific". "Twenty years ago it would have been very difficult to find good professional advice."

Information: John Courtis and Partners: 071-935 9011; Vocational Guidance Association: 071-935 2600; Career Counselling Services: 071-741 0335; Careers for Women: 071-401 2280; Right Associates: 071-630 7881.

LIFE AFTER REDUNDANCY

Choosing a new course

Four months ago, at the age of 49, John Clements lost his job in insurance sales. "I couldn't pay the mortgage: the car had gone; job interviews had to be on bus routes. I couldn't even afford to have my suit cleaned, but far worse, I could not see any prospects of new employment for a man of my age: all jobs I saw advertised were paying £3 an hour."

Mr Clements decided to try a career change, but had no idea where to seek professional help. His dilemma coincided with the launch of a pilot project by his local Training and Enterprise Council (TEC).

"The DSS office handed me a leaflet. The first thing I saw was that someone was willing to give me money — £60 — to pay for professional advice and I could choose any of 14 counsellors listed on the leaflet."

Michael Howard, the employment secretary, says: "It is time to recognise the needs of older people. Under a new initiative, Gateways to Learning, people will be given all the information they need about education and training for different types of work as well as professional careers counselling."

Mr Clements chose to visit his nearest agency, based at North Hertfordshire College in Letchworth. He was particularly impressed by three things: the approach of the counsellor, "I checked out her qualifications over the phone first. After all I was a businessman," by the use of computerised aptitude tests ("I discovered that although I had been geared to earning money all my life, I have a nurturing streak"); and by the insistence on self-help.

Liz Davies, Mr Clements' counsellor, has been advising adults seeking a change of direction for some time.

"People must be aware of their strengths and weaknesses. I may be able to teach out information about a hobby they had never considered might be relevant to work. I normally make use of computer guidance systems, but in a face to face interview situation."

"Next we have to look at careers in the context of the economic climate. If the client changes direction will there ultimately be a job? If he or she is willing to go on a course, will funding be available? I ask them to read in our careers library and come back. Sometimes we take practical steps, arranging work shadowing in an unfamiliar career area, for example."

As a result of his enquiries, Mr Clements is helping an Iranian student with his English and is hoping to do a course in Teaching English as a Foreign Language, subject to grant availability. He is also making enquiries about a postgraduate teacher training course, which would qualify him to teach business studies in secondary schools.

Whether others could benefit from similar schemes depends on the willingness of their own TECs or existing guidance agencies in colleges and careers services to subsidise adult guidance, which costs far more than £60.

The £60 is only a suggestion (which TECs need not adhere to) from the employment department and is expected to buy two hours of guidance. Mrs Davies says she spent three times as much with Mr Clements.

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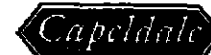
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Challenging writ or jurisdiction

Planning permission survives

Sage v Double A Hydraulics Ltd
Chambers v Starkings

Before Lord Donaldson of Lynton, Master of the Rolls, Lord Justice Stocker and Lord Justice Farquharson.

[Judgment March 26]

Where a defendant wished to challenge the validity of a writ or the court's jurisdiction under Order 12, rule 8 of the Rules of the Supreme Court it was advisable to take no step beyond entering an acknowledgment of service and issuing a summons to set aside the writ. Any other step after issue of that summons would be viewed objectively to determine whether, by acting inconsistently with the making and maintaining of his challenge, he had waived his right to raise it.

The Court of Appeal so stated (i) allowing an appeal by the plaintiff, Timothy Sage, from Judge Wilcock, QC, sitting as a deputy judge of the High Court at Plymouth who had allowed an appeal by the defendants, Double A Hydraulics Ltd, from the district judge's dismissal of their summons to set aside the writ; and (ii) dismissing an appeal by the plaintiff, David Chambers, from Judge Fox, QC, sitting as a deputy judge of the High Court at Darlington who had given the defendant, Megan Starkings, leave to withdraw her second acknowledgment of service and to allow her appeal from the

district judge's refusal to set aside the plaintiff's writ.

Mr John Lofthouse for Mr Sage, Mr Michael Brabin for Double A Hydraulics, Mr Dennis Matthews for Mr Chambers, Mr Christopher Stoney for Mrs Starkings.

LORD JUSTICE FARQUHARSON, giving the judgment of the court, said that the validity of the writ in the first action had expired before service on the defendants.

Their solicitors issued a summons to set it aside, but unfortunately failed to attend on the hearing so that the summons was dismissed. Since no agreement was reached with the plaintiff for an extension of time within which to serve the defence, they issued a time summons and later a further summons to reinstate their application to set aside the writ.

In the second action, service of the writ was out of time. The defendant filed an acknowledgment of service and the plaintiff issued a counter-summons to extend the time for service of the writ.

On the district judge's dismissal of the defendant's summons she filed a second acknowledgment of service, issued a notice of appeal against the district judge's order and filed a defence to the proceedings.

The purpose of Order 12, rules 7, 8(1), (6) and (7) was to enable a defendant to take an objection to

the writ, or its service or to the court's jurisdiction without prejudicing his position.

Thus an acknowledgment of service was not treated as a waiver by a defendant of any irregularity, see rule 7, and an application under rule 8(1) to dispute the jurisdiction did not cause the defendant to be treated as having submitted to the jurisdiction by reason of his having given notice of intention to defend the action.

After having made an acknowledgment of service and issued a summons to set aside the writ, a defendant should sit tight until his summons had been heard.

The danger inherent in his doing anything further after he had issued the summons lay in the risk that he might be taken to have waived his right to challenge the writ or the court's jurisdiction.

It was necessary in each case to determine whether any step taken, looked at objectively, fell into that category. A useful test was whether a disinterested bystander with knowledge of the facts and in particular of what passed between the parties' solicitors, would have been in no doubt that the defendant had mounted and was vigorously maintaining a challenge to the validity of the service of the writ.

The two unnecessary steps would have been rightly seen as a concession on the failure of the challenge. There was accordingly no waiver of the defendant's rights.

Solicitors: Rochman Landau for Goldbergs, Plymouth; Ford Simey Daw Roberts, Exeter; Edwin Cox for McArdle Cardwell & Mitchell, Darlington; Wansborough Willey Hargrave, Leeds.

waived their right to object to the writ.

In the second action the filing of the second acknowledgment of service should have been deferred until after the determination of the appeal in respect of the summons to set aside.

The service of a defence, on the refusal of the plaintiff's solicitors to agree to an extension of the time for serving a defence, was an unnecessary and erroneous step. If the service of the writ was not set aside on the appeal, that would have been the time to lodge the defence and the acknowledgment of service containing a notice of intention to defend and a new time for delivery of the defence would thereupon have begun to run.

The disinterested bystander with knowledge of the facts and in particular of what passed between the parties' solicitors, would have been in no doubt that the defendant had mounted and was vigorously maintaining a challenge to the validity of the service of the writ.

The two unnecessary steps would have been rightly seen as a concession on the failure of the challenge. There was accordingly no waiver of the defendant's rights.

Solicitors: Rochman Landau for Goldbergs, Plymouth; Ford Simey Daw Roberts, Exeter; Edwin Cox for McArdle Cardwell & Mitchell, Darlington; Wansborough Willey Hargrave, Leeds.

F. G. Whitley and Sons Co Ltd v Secretary of State for Wales and Another

Before Lord Justice Parker, Lord Justice Woolf and Lord Justice Croom-Johnson.

[Judgment March 24]

Where a developer had been granted planning permission to carry out mining operations, subject to fulfilling certain conditions which required the approval of the local planning authority, if his application for approval, made in time, was delayed by the planning authority and operations were commenced before the planning permission expired, the developer did not lose the benefit of the planning permission even though approval was obtained after permission had expired.

The Court of Appeal so stated when dismissing an appeal by the planning authority, Clwyd County Council, from the judgment of Sir Frank Layfield, QC, who, sitting as a deputy judge of the Queen's Bench Division on October 15, 1989, had allowed the appeal of the developer, F. G. Whitley and Sons Co Ltd, against the decision of the Secretary of State for Wales dated October 26, 1988 dismissing the developer's appeal against an enforcement notice served by Clwyd.

On November 15, 1973 the developer's predecessors in title were granted planning permission for the extraction of minerals from a site in Clwyd which was subject to 11 conditions. Conditions 2, 3 and 4 required that certain matters should be done in accordance with a scheme to be agreed with the local planning authority or, failing agreement, to be determined by the Secretary of State before operations started.

In May 1976 the developer purchased the site paying a price which reflected the value of the planning permission. In July 1977 the developer applied for approval of the matters referred to in conditions 2, 3 and 4.

On October 26, 1978 the planning authority decided not to approve the developer's proposals and on November 2, 1978 the developer applied for a writ of mandamus to compel the planning authority to give a decision in the time available. The developer commenced operations on November 28, 1978 and working on the site was continuing on December 8, 1978.

The planning authority did not take any enforcement action on that development which therefore became immune from enforcement after four years by virtue of section 87(4) of the 1971 Act. Although the November 30, 1978 deadline had passed the developer

continued to press the minister to agree to the matters referred to in conditions 2, 3 and 4.

On May 10, 1982 the minister gave his approval and work was carried out on the site in accordance with the approved scheme which was a continuation of the operations commenced in 1978. That resulted in the enforcement action appealed against.

Mr Jeremy Sullivan, QC and Mr Thomas Hill for the planning authority; Mr Lionel Read, QC and Mr Paul Stinchcombe for the developer; the minister did not appear and was not represented.

LORD JUSTICE WOOLF said that the issue was whether the developer had lost the benefit of a planning permission to carry out mining operations because of a failure to comply with the conditions to which the permission was subject.

The permission was controlled by and subject to the conditions. If the operations contravened the conditions they could not be properly described as commencing the development authorised by the permission. If they did not comply with the permission they constituted a breach of planning control and for planning purposes would be unauthorised and thus unlawful. That was the principle clearly established by the authorities.

It was a principle which made good sense since his Lordship could not conceive that when section 41(1) of the Town and Country Planning Act 1971 made the planning permission subject to a condition requiring the development to be begun by a specified date, it could have been referring to development other than that which was authorised by the Act.

The mining operations to which the permission related were those authorised by the permission, not those which were unauthorised because they contravened conditions contained in the planning permission.

Unless there was some basis for distinguishing the earlier authorities of *Oakhanger v Elmbridge Borough Council* (1991) 62 P & CR 594 and *Staffordshire Moorlands District Council v Cartwright* (unreported, May 24, 1991) it was clear that although the developer might have been unfairly treated by the planning authority, the court had no alternative but to allow the appeal.

The obvious differences between the present appeal and the earlier cases were twofold. First, prior to the enforcement action being taken the developer had obtained the approval required by the conditions. Second, operations which could not be enforced against took place prior to the time specified.

Did it matter that the necessary approval was obtained after the date specified when operations had been commenced prior to that date which could not be the subject of enforcement action? In his Lordship's judgment it did not.

In the absence of express provision of the sort contained in section 42 of the 1971 Act, dealing with outline planning permission, in the case of permissions other than outline permissions, his Lordship took the view that it could accord with the intent of the legislation if the approval was obtained after the expiration of the time limits as long as the application had been made before the specified time limits and either the operations which had taken place were immune from enforcement or the approval was obtained prior to

enforcement action. If the operations could be and were the subject of enforcement action the position was different since in the context of enforcement proceedings the question of whether an approval, and if so whether it should be given, could be decided by the minister, his power to grant a fresh planning permission.

His Lordship should make it clear that that approach was not intended to be a charter to developers to ignore conditions which were intended to be complied with before a planning permission was implemented. If it was not already clear, his Lordship made it absolutely clear now, that if a developer did not comply with a condition he could have enforcement or any other available action taken against him.

The only consequence of the approach indicated in the present judgment was that when the merits of the enforcement proceedings came to be considered, it was necessary to take into account the question as to whether or not at that time and in particular whether or not at that time any approval required by the condition had been obtained.

The result was that in the present case the developer's appeal to the minister against the enforcement notice should have been allowed because both the application for approval and the commencement of operations had been made before the expiry of the time limits and the approval had been obtained before the enforcement action.

The result was that in the present case the developer's appeal to the minister against the enforcement notice should have been allowed because both the application for approval and the commencement of operations had been made before the expiry of the time limits and the approval had been obtained before the enforcement action.

Lord Justice Parker and Sir David Croom-Johnson agreed.

Solicitors: Sharpe Pritchard for Mr E. R. L. Davies, Mold; Clement Jones, Holywell.

Intoximeter reading valid despite time difference

Parker v Director of Public Prosecutions

During British Summer Time (BST) it was perfectly acceptable for the print-out from a Lion Intoximeter breathalyzer machine to show the time when a breath test was taken in terms of Greenwich Mean Time (GMT).

The Queen's Bench Divisional Court (Lord Justice Stuart-Smith and Mr Justice Popplewell) so held on March 16 in dismissing an appeal by way of case stated by David Alexander Parker against his conviction by Hertford Justices for driving a motor vehicle

with excess alcohol contrary to section 6 of the Road Traffic Act 1972, as substituted by section 25 of the 1974 Act.

LORD JUSTICE STUART-SMITH said that he rejected the argument of the appellant that the provisions of the Summer Time Act 1972, combined with the Calendar (New Style) Act 1750 meant that the print-out from a Lion Intoximeter had to record the time in terms of BST rather than GMT.

The 1750 Act was concerned with an adjustment of the calendar by the removal of 11 days, with excess alcohol contrary to section 6 of the Road Traffic Act 1972, as substituted by section 25 of the 1974 Act.

The Lion Intoximeter print-out made it perfectly clear that the time was recorded in terms of GMT. There was nothing wrong with that, the document was perfectly accurate and valid provided the recipient knew that BST applied and that the time was advanced by one hour. The justices were aware of the provisions of the 1972 Act and knew, as everyone did, that BST applied.

The document had to specify the time and date on which it was made and if it did so clearly and accurately there could be no objection to it whatsoever.

Brokers not liable to directors

Analysis sample inadmissible

Verderame and Others v Commercial Union Assurance Co plc and Another

Insurance brokers acting as agents for a small private company in effecting insurance cover for it did not come under a duty of care to the directors of that company in tort.

The Court of Appeal (Lord Justice Nourse and Lord Justice Balcombe) so held on March 24 in allowing an appeal by the brokers, Midland Bank Ltd, from the judgment of Mr Justice Hollins in March 1991 and ordering that the claim by the plaintiffs, Mr and Mrs Verderame, be struck out for disclosing no reasonable cause of action.

LORD JUSTICE NOURSE, concurring with Lord Justice Balcombe, said that it was an

everyday case of brokers who were dealing with, and knew they were dealing with, two individuals who were carrying on business through the medium of a small private company.

It being accepted that there was a contract between the brokers and the company, and the company alone, the proposition that the brokers also came under a duty of care to the directors was not only novel but startling.

If it was sustained it would have wide ranging consequences not only for insurance brokers but also for other providing services to such companies, for example, solicitors, accountants and so forth. It would place the corporate veil on a vast scale and would lead to procedural impracticabilities and rights, or potential rights, of double recovery.

National Rivers Authority v Harrods Timber and Building Supplies Ltd

The result of an analysis of any sample taken or effluent taken other than in accordance with section 148 of the Water Act 1989, which provided, *inter alia*, that one part of the sample be given to the defendant, was inadmissible in evidence against a prosecution under that Act.

The Queen's Bench Divisional Court (Lord Justice Lloyd and Mr Justice Waterhouse) so held on March 24 in dismissing an appeal by way of case stated by the National Rivers Authority against a decision of the Wantage Justices in determining a preliminary point in a case brought against Harrods Timber and Building Supplies Ltd.

LORD JUSTICE LLOYD said that the authority had drawn attention to previous legislation on the point, section 113 of the Water Resources Act 1963, which clearly dealt with effluent and nothing else.

However, there was no presumption against Parliament changing the law, even if that added to the burden on the authority. The court had to go by the words used in the statute.

The legislative purpose was to protect a defendant in a case of impending legal proceedings. There was no distinction between a sample of effluent and a sample of river if both specimens were required for a prosecution.

There was no burden on an authority when taking samples for its own use, the section applied only to samples taken for the purpose of legal proceedings.

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BBC 1

- 6.00 Cee-fax**
6.30 BBC Breakfast News begins with *Business Breakfast* until 6.55 when Nicholas Wintchell and Laurie Mayer present news and topical reports with regular business, sport, weather, regional news and travel bulletins (21855311)
- 9.05 Election Call** introduced by Jonathan Dimbleby. The shadow chancellor John Smith takes questions from phone in listeners and viewers. To participate ring 071-799 5000. Simultaneous broadcast with Radio 4 (1463869)
- 10.00 News**, regional news and weather **10.05 Playdays**. For the very young (r) (5054531) **10.25 The Family Mess**. Cartoon adventures (r) (4803376) **10.35 Glibberish**. Two celebrity teams in a word game competition chaired by Kenny Everett (7005043)
- 11.00 News**, regional news and weather **11.05 Beautywise**. Liz Earle and Karen Kizianovich look at Max Factor, new cosmetics available for darker skins and the Red Cross Beauty Care Service (s) (8082918) **11.30 People Today** presented by Adrian Mills and Mairi Maciver. Includes News, regional news and weather at 12.00 (8778869)
- 12.20 Pebble Mill** introduced by Alan Titchmarsh. Among the guests is Boy George (s) (8706579) **12.55 Regional News** and weather **1.00 One O'Clock News** and weather (24686)
- 1.30 Neighbours**. (s) 1.50 Turnabout. Rob Curling with another round of the quiz that tests word power (s) (64381753)
- 2.15 Racing from Aintree**. Julian Wilson introduces live coverage of four races from the first day of the Grand National meeting — the Sandeman Maggill Novice Chase (2.35); the Martell Cup Chase (3.10); and the John Hughes Memorial Handicap Chase (3.45). The Glenlivet Anniversary 4-year-old Hurdle is on BBC 2 at 4.20 (851685)
- 3.55 Melvin and Murren's Music-a-Grains**. Last of the music series presented by Matthew Devitt and Sophie Aldred (s) 4.10 *Jackanory*. Patricia Routledge with the story of *Lazy Ostrich* and the two words (s) 4.20 *New Adventures of Mighty Mouse* (r) 4.35 *Dizzy Heights*. Last in the comedy drama series set in a seaside hotel. (Cee-fax) (s) 5.00 *Newsround*
- 5.05 Blue Peter**. The guest is *Thunderbirds* creator Gerry Anderson. (Cee-fax) (s) **5.35 Neighbours** (r). (Cee-fax) (s) (721802). Northern Ireland: Election Forum 5.45 Inside Ulster **6.00 Six O'Clock News** with Anna Ford and Andrew Harvey. (Cee-fax) (s) (53)
- 6.30 Regional News Magazines** (55). Northern Ireland: Neighbours **7.00 Top of the Pops** introduced by Harry Enfield and Paul Whitehouse in the guise of Radio Fab FM's star DJs Mike Smith and Dave Nice (s) (5127)
- 7.30 EastEnders**. (Cee-fax) (s) (89) **8.00 Last of the Summer Wine**. *Compo* is worried about the state of mind of Norah Batty after he thinks he heard her singing. Has she fallen for her lodger? (r). (Cee-fax) (s) (9685)
- 8.30 Us Girls**. Last in the comedy series about three generations of one family living under the same roof. (Cee-fax) (s) (8192)
- 9.00 Nine O'Clock News** and Campaign Report with Michael Buerk. (Cee-fax) (s) (8192) **9.30 Party Election Broadcast** by the Labour party. (Cee-fax) (8773937)
- 9.55 Portridge**. Continuing a repeat run of the first series of the popular comedy set inside Side Prison starring Ronnie Barker as the fly recidivist Fletcher, this week working on the prison farm and devising illegal games of chance for his fellow inmates. (Cee-fax) (510550)

Star to star: Dudley Moore and Ruby Wax (10.25pm)

- 10.25 The Full Wax II**. The brash comedienne is joined by Dudley Moore and Britain's answer to the Chippendales, the Dreamboys (s) (126260)
- 10.55 Campaign Question Time**. On tonight's panel are Michael Heseltine, John Smith, Alan Borth and Alex Salmond (526078)
- 11.55 The Hustings**. Highlights of the day's campaigning introduced by Ian MacWhirter (635558) **12.25am Weather**
- 12.30 Faces of Islam**. Last programme in the series for Ramadan

BBC 2

- 6.45 Open University** (6219482). Ends at 7.35
- 8.00 Breakfast News** (6239937)
- 8.15 Love at First Sight** (r). (Cee-fax) (2549376) **8.55 Reviving Antiques**. Caring for pastels (927767)
- 9.00 Film: Freedom Radio** (1941). b/w starring Clive Brook and Diana Wynyard. Second world war morale booster set in Vienna directed by Anthony Asquith (71802)
- 10.30 Film: Meet Me Tonight** (1953). A compendium of three Noel Coward plays — *Red Peppers*, *Fumed Oak* and *Ways and Means* directed by Anthony Pelissier (2535869)
- 11.50 The Nutcracker**. American comedy series (r) (2302089)
- 12.15 Animation Now**. *The Wave*, a Japanese folk tale (9113604)
- 12.30 Mysteries of the Mind**. The workings of the human brain (r) (7173400) **1.20 Charlie Chalk** (r) (6315918)
- 1.35 The Great Send**. Sending mail by sea (r) (4759255)
- 2.00 News and weather** (30302208) **2.05 Holiday Outings**. Florence (r) (23944260) **2.15 Advice Show** (9723005)
- 3.00 News and weather** (4677572) followed by *High Chaparral* (3263173) **3.50 News**, regional news and weather (2663005)
- 4.00 Racing from Aintree**. The 4.20 (4005227)
- 4.35 In the Shadow of the Ploegh**. An 1898 film about traditional farming methods in Dorset (8352508). Wales: Bitten by the Bug 4.50-5.20 *The Software Shop*
- 5.00 Film: The Man in the Iron Mask** (1939). b/w starring Louis Hayward and Joan Bennett. Washburning adventure focusing on the exploits of the three Musketeers in saving the incarcerated brother of the evil Louis XIV. Directed by James Whale (5189956). Wales 6.20-6.50 *Talking Liberties*
- 6.50 Young Musician of the Year**. String semi-final (s) (100647)
- 7.30 First Sight: Election Special**. The campaign in the South-east (31). Northern Ireland: Situations Vacant. Wales: Nicholas Crane. East Matters of Fact. Midlands: Midlands Report. North, North-east and North-west: Close Up North. South: Southern Eye. South-west: Western Approach. West: Current Account
- 8.00 Talking Liberties**. Darren, Helen, Jenna and Hannah. (s) CHOICE: The four names of the tie are children who died after being given general anaesthetics at the dentist. Every year there is a small but steady number of such deaths. The programme argues that most are preventable, given proper monitoring equipment and less complacency on the part of the dental profession. David Jessel's report looks at the human side of the four cases, showing how the families are trying to overcome the shock of sudden bereavement. It also reveals how worried about the need for specialist training have been ignored for 25 years. The most recent investigation, headed by Professor David Poswillo, recommended changes in equipment, training and regulation. As the government considered its response two more children died. (Cee-fax) (7227)
- 8.30 Top Gear**. Includes a look at the new Mitsubishi Colt (6734)

Mr You Don't Want To Do That: aka Harry Enfield (8.00pm)

- 9.00 Harry Enfield's Television Programme**. (Cee-fax) (s) (6956)
- 9.30 War Stories: Belgrano's Children**
- CHOICE: On April 2, 1982, the day his country invaded the Falklands, Miguel Pereira graduated from film school in London. Ten years on he puts his expertise to good use with a documentary about the impact of the war on the native province of July. It is a tale of young men, ill-trained for battle, who left a hot, land-locked province for a cold, cruel sea that many had never even seen. One describes in graphic terms how he survived the sinking of the General Belgrano, drifting for 32 hours on a life raft and praying to God for the strength to survive. Strikingly, his account does not become a diatribe against the British who sent the cruiser to its doom. Pereira usefully broadens his context by examining the enduring legend of the original General Belgrano, hero of Argentina's struggle for independence (Cee-fax) (23005)
- 10.10 The Nicholas Craig Masterclass** (Cee-fax) (s) (752163)
- 10.30 Party Election Broadcast** by the Labour party (101289)
- 10.55 Newsnight** with Peter Snow (821640)
- 11.30 The Late Show** (s) (589733) **12.00am Weather** (2166883)
- 12.15 Open University** (660845). Ends at 12.50

ITV

- 6.00 TV-am** (8345208)
- 9.25 Lucky Ladders**. Word association game show hosted by Lennie Bennett (4878734) **9.55 Thames News** (3080014)
- 10.00 The Times... The Place...** John Stapleton chairs a topical discussion (2082869)
- 10.40 This Morning**. Magazine series presented by Judy Rynn and Richard Madeley. Today's edition includes viewers' travel reports; phone-in family advice; and ideas for both machine and hand knitters. With national and international news at 10.55 and regional news at 11.55 followed by national weather (1776227)
- 12.10 The Riddlers**. Puppet series for children (7602376)
- 12.30 Lunchtime News** with Sonia Russell and Nicholas Owen. (Cee-fax) (9419289) **1.10 Thames News** (2482944)
- 1.20 Home and Away**. Australian family drama series. (Cee-fax) (78459604) **1.50 A Country Practice**. Medical drama set in rural Australia (s) (86247668)
- 2.20 TV Weekly**. Anne Diamond goes behind the scenes of popular ITV and Channel 4 programmes (59300937) **2.50 Take the High Road**. Drama serial set in the Highlands (8583869)
- 3.15 ITN News headlines** (7922640) **3.20 News** and weather headlines (5584273) **3.25 The Young Doctors** (1525463)
- 3.55 Young Tunes**. Animation (s) (2658802) **4.05 Dangerousness**. (Cee-fax) (s) (2404276) **4.30 Runaway Bay**. Children's adventure serial set on the Caribbean island of Martinique (s) (56) **5.00 Cartoon featuring Pogo** (7652956)
- 5.10 Who's the Boss?** American comedy series starring Tony Danza (8543024)
- 5.40 Early Evening News** with John Suchet. (Cee-fax) (616531)
- 6.00 Home and Away** (r). (Cee-fax) (21)
- 6.30 Thames News**. (Cee-fax) (115753)
- 6.55 Party Election Broadcast** by the Labour party (543024)
- 7.00 Ennobleable**. (Cee-fax) (5005)
- 7.30 Just For Laughs**. A compilation of clips from British comedy films (85)
- 8.00 The Bill: Suspects**. DS Grieg is berated by DCI Meadow after mounting an abortive raid on the home of a former convict he suspects of armed robbery. (Cee-fax) (4733)
- 8.30 This Week**. Sir Robin Day interviews Neil Kinnock. (Cee-fax) (3260)

The trials of Douglas Bradman in: Alan Ruchins (9.00pm)

- 9.00 LA Law**. Glossy American courtroom drama series starring Susan Sarandon (115737)
- 10.00 News at Ten** with Julia Somerville and Alastair Stewart. (Cee-fax) (24685) **10.30 Thames News** (838821)
- 10.40 Election Debate** chaired by Dennis Tully. Among those taking part are Kenneth Baker, Bryan Gould and Charles Kennedy (621442)
- 11.00 Entertainment Guide** (s) (622482)
- 12.00am A Problem Aolved**. Viewers' emotional problems discussed by experts (4173970)
- 12.40 Alfred Hitchcock Presents: The Man Who Knew Too Little**. A man suffers from amnesia (2149116)
- 1.10 Film: You've Got To Live Dangerously** (1975) starring Claude Brasseur and Annie Girardot. French thriller about a private detective who stumbles on a Nazi conspiracy. Directed by Claude Matalovsky (120048)
- 3.00 The Truth About Women**. Eve Pollard discusses marriage with Barbara Amiel, Stephanie Calman and Anna Rieburn (61628)
- 3.30 Murphy's Law**. Comedy drama starring George Segal as an insurance investigator (80609) **4.30 America's Top Ten** (s) (62357) **5.00 Video-fish** (s) (32628)
- 5.30 ITN Morning News** with Phil Roman (61067). Ends at 6.00

CHANNEL 4

- 6.00 Channel 4 Daily** (8336550)
- 9.25 Equinox: The Light Stuff** (r). (Teletext) (1283685) **10.25 Black and White**. Animation (2089818)
- 10.30 Short Stories: The Last Day**. *The Mail on Sunday's* move out of Fleet Street (r). (Teletext) (55078)
- 11.00 Kingdoms of the East**. The fight to save orphan orang-utans and introduce them back to the wilds of Sumatra (r). (Teletext) (82260)
- 12.00 Noah's Ark** (r). (Teletext) (21598) **12.30 Business Daily** (31463)
- 1.00 Sesame Street**. The guest is actress Whoopi Goldberg (r) (36918)
- 2.00 All the Winters of the Wyke**. Julian Mitchell recreates an 18th-century holiday trip down the River Wyke (r) (2531)
- 2.30 Film: Clary Brown** (1946, b/w) starring Jennifer Jones and Charles Boyer. Romantic tale about a Czech guest at an English stately home who falls for one of the maids, causing consternation both upstairs and downstairs. Directed by Ernst Lubitsch (6552458)
- 4.20 Romance**. Animation (9754482) **4.30 Fifteen to One** (s) (98)
- 5.00 The Oprah Winfrey Show**. A debate on the American police force (4037289) **5.50 Laurel and Hardy**. Animation (207173)
- 6.00 Star Chamber**. Baronesse Sear is questioned by the computer (63)
- 6.30 Remote Control**. Off-beat quiz show (s) (43)
- 7.00 Channel 4 News** with Jon Snow and Zainab Badawi. (Teletext) (383043) **7.50 Voters**. Four voters in a Kilmarnock church discuss election issues (576395)
- 8.00 Free For All**
- CHOICE: A pioneer of the holistic approach to cancer treatment, the Bristol Cancer Help Centre was opened by the Prince of Wales in 1983. Seven years later it broke into the news when a report suggested that its alternative therapy was much less effective than conventional treatment. The press took up the story with such headlines as "double death risk at veggie cancer clinic". Patients challenged the findings of the report and demanded an independent inquiry. Two of them, Heather Goodacre and Isla Bourke, are the presenters of this film (2395)
- 8.30 The Big One**. sitcom (s) (1802)
- 9.00 Israel: A Nation is Born**. The third of a five-part documentary tracing the history of the state of Israel. (Teletext) (s) (7537)

Murder: a reconstruction of the Hanratty case (10.00pm)

- 10.00 True Stories: Hanratty — The Mystery of Deadman's Hill**
- CHOICE: Thirty years after James Hanratty was hanged for the A6 murder, a Yorkshire Television documentary offers new evidence supporting Hanratty's innocence. Recently released documents, not made public at the time, lend support to the view that Britain's longest murder trial ended in a miscarriage of justice. The case continues to fascinate. James Hanratty, a petty thief with no record of violence and no possible motive, is supposed to have held up a couple in a car, murdered Michael Gregston and raped and wounded Gregston's companion, Valerie Stone. The sordid and gripping reconstruction suggests more strongly than ever that the evidence against Hanratty was flimsy. There remains the enigma of Peter Alphon, the original police suspect and the man who later confessed to being the killer (5908734)
- 11.15 One Night Stand** starring Dom Irrera (123395)
- 11.45 Midnight Special** (370556) **1.45am Star Chamber** (r) (4127154)
- 2.20 Film: Haunted** (1984) starring Brooke Adams. A made-for-television drama about a woman who returns to her adopted parents after the failure of her marriage and becomes involved in their crumbling relationship. Directed by Michael Roemer (44613406). Ends at 4.25

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SATellite

SKY ONE

- Via the Astra and Mariposa satellites. **6.00am The 61st Show** (0679869) **8.40 Mr Popper** (201802) **8.55 Playdays** (2581206) **9.10 Carrots** (7692028) **9.30 The New Lease to Live** (84579) **10.00 Music** (19840) **10.20 The Young Doctors** (45192) **11.00 The Bold and the Beautiful** (19276) **11.30 The Young and the Restless** (58802) **12.00am News** (09402) **1.30 Another World** (8257669) **2.30 Santa Barbara** (5499227) **2.45 Wife of the Week** (198019) **3.15 The Bachelor** (198019) **3.45 The 61st Show** (2465580) **5.00 Different Strokes** (3043) **5.30 Switched** (6658) **6.00 Facts of Life** (1591) **6.30 Cando Camas** (1173) **7.00 Live at First Sight** (7109) **7.30 Growing Pains** (1735) **8.00 Film: Joe** (8227) **8.30 Murphy Brown** (8734) **9.00 Chances** (03959) **10.00 South** (2173) **10.30 China Beach** (40005) **11.30 Fashion TV** (15024) **12.00am Designing Women** (91222)

SKY NEWS

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SKY MOVIES+

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THE MOVIE CHANNEL

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SCREENSPORT

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LIFESTYLE

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THE COMEDY CHANNEL

- Via the Astra satellite. **6.00am News** (0679869) **8.40 Mr Popper** (201802) **8.55 Playdays** (2581206) **9.10 Carrots** (7692028) **9.30 The New Lease to Live** (84579) **10.00 Music** (19840) **10.20 The Young Doctors** (45192) **11.00 The Bold and the Beautiful** (19276) **11.30 The Young and the Restless** (58802) **12.00am News** (09402) **1.30 Another World** (8257669) **2.30 Santa Barbara** (5499227) **2.45 Wife of the Week** (198019) **3.15 The Bachelor** (198019) **3.45 The 61st Show** (2465580) **5.00 Different Strokes** (3043) **5.30 Switched** (6658) **6.00 Facts of Life** (1591) **6.30 Cando Camas** (1173) **7.00 Live at First Sight** (7109) **7.30 Growing Pains** (1735) **8.00 Film: Joe** (8227) **8.3**

TODAY IN BUSINESS

SUN SETTING

The humbling of the once-mighty Sun Alliance continues today when Henry Lambert, the chairman, is expected to disclose losses of more than £420 million. **Page 25**

NO RESPITE

Tokyo's Nikkei share index has slumped to a six-year low despite a 0.75 point cut in the discount rate. **Page 22**

COUNT ON IT



Robert Bruce predicts radical reform for the accountancy profession, whatever the outcome of the election. **Accountancy, page 29**

BAD ALCHEMY

MTM, the chemicals group, again shocked the stock market by passing the final dividend. Its shares fell 40p to 26p. **Page 23**

TV WINDFALL?

LWT's shares closed within 15p of triggering a £40 million bonus for 44 senior executives, including Melvyn Bragg. **Page 23**

THE POUND

US dollar 1.7245 (-0.0105)
German mark 2.8515 (-0.0069)
Exchange index 90.0 (-0.2)
Bank of England official rate (4pm)

STOCK MARKET

FT 30 share 1878.9 (-24.6)
FT-SE 100 2408.6 (-31.5)
New York Dow Jones 3220.04 (-15.43)
Tokyo Nikkei Ave 18581.79 (-764.16)

INTEREST RATES

London: Bank Base 10 1/2%
3-month interbank 11 1/2%
3-month eligible bills 10 1/2%
US: Prime Rate 8 1/2%
Federal Funds 4 1/4%
3-month Treasury Bills 4 02-4.00%
30-year bonds 100 3/32-100 1/2%

CURRENCIES

London: New York: £ \$1.7249 £ \$1.7265
DM £2.8521 DM £1.6505
SwFr £2.6063 SwFr £1.5075
FF £6.5704 FF £5.5980
Yen £291.91 Yen £134.48
Index 90.0 Index 95.2
ECU £0.716020 SDR £0.788719
ECU 1396609 SDR 1267878
London forex market close

GOLD

London Fixing: AM \$343.75 pm \$344.00
Close \$343.60 \$344.10 (£199.20-199.70)
New York: COMEX \$344.75-345.25

NORTH SEA OIL

Brent (May) ... \$18.30 bbl (£18.15)

RETAIL PRICES

RPI: 136.3 February (1987=100)
* Denotes midday trading price

Pound retreats but dealers not alarmed

Labour advance lifts money market rate

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

INTEREST rates in London's money markets rose yesterday, reflecting increasing concern over a Labour election victory. The key three-month interbank lending rate moved sharply ahead in a frantic market early yesterday, rising almost half a point at one stage.

If money markets continue to be unsettled over the next few days, the high street banks will come under increasing pressure to raise their base rates, which have been stuck at 10.5 per cent since early September.

By the end of the day, the market was calmer, with the three-month money back down to 11 1/2 per cent, which was still more than a quarter of a point up from Tuesday, when rates had firmed slightly. The one-month money rate increased a quarter of a point to 10 1/4 per cent. Pinned to its effective floor in the European exchange-rate mechanism, sterling dropped almost three quarters of a point to DM2.8515 at the official London close.

Against the dollar, it dropped more than a cent to \$1.7245. The trade-weighted index was 0.2 of a point lower at 90, after having stood at 89.9 for most of the day. The pound was indicated at 53 per cent of its allowed swing below its ERM central rate against the ecu, against 49 per cent on Tuesday.

Dealers detected no sign of

the Bank of England intervening to support the pound, and the mere threat of the bank using its huge reserves as a prop appears to be preventing any serious pressure on the currency. Official reserves data out today is expected to indicate only slight intervention in March, with reserves falling only about \$100 million.

Paul Chertkow, chief currency strategist at Citicorp, said: "There's no sterling crisis. Falls like this against the mark are nothing." He saw the foreign exchange dealers, in contrast to the money and gilt markets, as taking a relaxed view of a Labour government, given the commitment the shadow chancellor has made to keeping the pound at its ERM central rate of DM2.95.

"The risk is on interest rates, not exchange rates," Mr Chertkow said, although he believes the pound could ease to about DM2.80 before

election day. The pound's lower limit against the mark is DM2.7783.

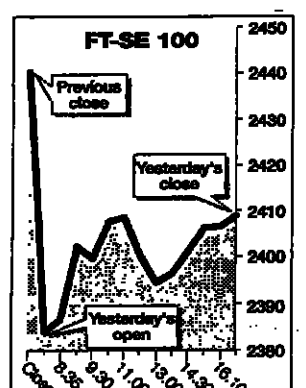
Glenn Davies, chief economist at Credit Lyonnais, predicted the next interest rate move will be upwards, as the pound comes under pressure in the next month or two in the event of an outright Labour victory or a hung Parliament.

Ruth Lea, chief economist at Mitsubishi Bank, foresees a "definite currency risk" if Labour wins, but expects Mr Smith to sanction an early base rate rise to prove his ERM credentials rather than allow market doubts to fester.

The policy-setting council of the Bundesbank holds its regular fortnightly session today, but no change in key interest rates, of vital importance to the direction of British interest rates, is expected. Most economists foresee the Bundesbank easing rates in the third quarter, but some, like Mr Davies, believe the Germans could tighten further if money supply growth does not slow.

In America, the National Association of Purchasing Management survey for March showed a rise to 54.1, from 52.4 in February, when 53.0 was forecast.

February construction spending showed an unexpected fall, but this was only due to an upward revision in January's figure, traders said. The figures fitted well with the emerging picture of more established recovery.



City is coming to terms with defeat for Tories

BY MICHAEL CLARK AND MARTIN WALLER

CITY investors have finally begun facing up to the possibility of the Labour party winning an overall majority at the polls next week.

Shares and gilts fell sharply with the FT-SE 100 index tumbling 56 points in the first half hour's trading as market-makers went on the defensive. But some bear covering saw the deficit fall to 31.5 at 2.408.6 by the close. The index has now fallen 166 points since the date of the election was announced.

"The fact that the market is reacting to this shows how much a Conservative victory was already priced in," said Anthony Brocardo, an equity strategist at Nomura Research Institute. "People are having to come to terms with Labour."

Details of the polls were picked up overnight in New York where British companies were heavily marked down. A 764-point fall in Tokyo only exacerbated the problems for dealers in London when business resumed. Prices were called sharply lower in order to deter sellers, a tactic that appears to have

been successful. By the close, 701 million shares had changed hands, but this was swollen by bed and breakfast transactions to establish a year-end tax loss.

Worst hit were the privatisation shares, including those singled out for possible renationalisation by Labour. The electricity distributors suffered, with London Electricity down 27p at 222p, Seaboard 16p at 230p and Manweb 24p at 257p. Power generators also suffered setbacks with National Power 4 1/2p lower at 191p and PowerGen 5p at 200p. Gilts fell by more than £2 at the outset, reflecting the latest fall in the pound and quarter-point rise in short-term interest rates. Losses at the close were reduced to £1 1/4.

Nomura's view is that a Labour victory would see the FT-SE fall immediately to about 2,200, a hung parliament would bring a fall to 2,350 and a Tory victory would mean an advance to 2,600. It takes a more sanguine view a year hence, believing whatever party is in power, operation of the nor-

mal economic cycle would move the market on again.

John Reynolds at County NatWest said the City was reacting to the first clear indication that the Labour party might achieve an overall majority in the next parliament, as indicated by the polls on Tuesday night. "An outright Labour victory hadn't been priced into the market. If the polls stay as they are and the markets start to believe that Labour will get in, they will discount that fact. I don't think we've seen the worst. We've seen a taste of how bad the markets can go."

Mark Tinker at Kleinwort Benson said the market's volatility was a result both of the City's fear of a Labour government and of the general uncertainty, and the removal of this uncertainty, even at the expense of a Labour victory, would prompt some recovery.

Election 92, pages 9-13
Daily, page 16
Leading article, page 17
City hopes, page 23
Market report, page 24
Comment, page 25

Gadaffi makes life tough for DTI

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

THE imposition of sanctions against Libya from April 15 will provide a trial by fire for changes in the Department of Trade and Industry's export licensing arrangements, introduced in the wake of the Iraqi supergun affair.

Colonel Muammar Gaddafi, the Libyan leader, has threatened to halt business with "hostile" countries. Unless that threat is implemented and applied to Britain, the DTI will be under pressure to apply exceedingly high standards for granting export licences to British manufacturers.

Many industrialists are concerned that DTI procedures still put the onus on manufacturers to ensure trade sanctions are effective. "The DTI will have to be better organised than they were last time," a representative of one industrial trade association said.

The sanctions agreed by the United Nations Security Council will take effect if Libya fails to hand over two of its

subjects wanted by Britain and America in connection with the bombing of the Pan Am airliner that crashed on the Scottish town of Lockerbie in 1988 with the loss of 270 lives.

The restrictions are designed to prevent all foreign flights by Libyan Arab Airlines, enforce a complete international ban on arms sales to Libya, and restrict the activities of Libyan diplomats overseas.

But one clause of the UN measures threatens to affect the bulk of Britain's exports to Libya. The sanctions include a ban on the sale or licensing of any equipment used in the manufacture or maintenance of military equipment.

Ensuring that a particular piece of equipment is destined for peaceful purposes is likely to prove difficult.

Libya is a relatively modest customer for British industry. Britain none the less exported goods there worth £255 million last year, and those sales were dominated by machinery. In the ten months to October, exports to Libya were: industrial machinery and equip-

ment, £34.8 million; power-generating machinery, £22.6 million; specialist machinery, £19.4 million; and scientific instruments, £14.6 million.

Under the Export of Goods Control Order 1991, many exports of so-called dual-use equipment already require licences. Applications must be made to the DTI's Export Control Organisation.

In evidence to the trade and industry select committee inquiry into the supergun affair last November, Mike Coolican, head of the ECO, said that he had been given more staff as a result of the deficiencies exposed by that case. The organisation now also makes much more use of computers, and keeps better records of licence enquiries.

But Mr Coolican also acknowledged that the system was largely "self-regulating", because the department relied heavily upon companies' knowledge of planned use for equipment they sold.

Full details of sanctions to be applied against Libya will be published by the foreign office if Colonel Gaddafi fails to meet the deadline.



Pet project: George Paul (left), H&C chief executive, and Bill Turcan, finance director, launch a dry dog food

New doubt emerges over O&Y loans

FROM PHILIP ROBINSON

FRESH doubts were raised yesterday over £3781 million (£390 million) of Olympia & York Development loans after a credit rating agency placed two debts under review and a syndicate of banks refused to grant term extensions on other repayments.

In Montreal, the Canadian Bond Rating Service signalled it was poised to raise the risk on £3100 million of debentures and £231 million of short-term credit, the collateral for which has fallen below pre-agreed levels.

In Toronto, a syndicate of banks led by the Bank of Nova Scotia and the Canadian Imperial Bank of Commerce, and which includes several European banks, declined to grant a year's extension to a £3450 million loan secured on O&Y's 68-storey Scotia Plaza in Toronto. Those close to the negotiations say the banks are unlikely to declare a default on the loan or seek a sale of the property, but the move gives them the option to force a bankruptcy and could give them an edge in the debt restructuring talks that are due to start on Monday.

Analysts say the action is likely to be typical of moves that some of the 100 bank lenders could try in an attempt to increase the strength of their negotiating position. A spokesman for O&Y indicated the bank's action was not dramatic.

The new finance committee at O&Y is compiling a list of the estimated £220 billion of debts owed by the world's largest property company — builder of Canary Wharf at London's Docklands — which has delayed a £40 million downpayment on an extension to the Jubilee underground line.

O&Y's £3300 million short-term credit commercial paper issue is, the Bond Rating Service says, on credit watch with negative implications. The agency is also reviewing £3100 million of debentures in Olympia & York Euro-Credito Ltd.

Europe and US end dispute over Airbus

FROM GEORGE BROCK IN BRUSSELS

EIGHT years of dispute between Europe and America over subsidies to Airbus have ended with agreement by both sides on future subsidies to civil aircraft makers. The agreement is expected to produce a leaner global aircraft industry.

The deal is remarkable for having been reached in the sour atmosphere pervading all trade talks between Brussels and Washington because of the deadlock over farm subsidies. It is also the first international agreement to attempt to control subsidies in the civilian aircraft industry.

Approval is still needed from President Bush and EC ministers. Full details were not released yesterday, but the document agreed to set a limit on direct and indirect public payments at well below the 15 per cent level for which the EC had been arguing. The cap set on direct subsidy is understood to be close to 33 per cent. American delegates said that if the deal were

confirmed, Washington would not issue a complaint at the EC over the Airbus subsidy under the General Agreement on Tariffs and Trade (GATT).

America has accepted for the first time international limits on both direct and indirect subsidies — the latter often hidden in defence research contracts — to aircraft companies such as Boeing and McDonnell Douglas. American aircraft manufacturers alleged that the Airbus consortium, which has made large inroads into the American jet market, competes unfairly because of the high level of public subsidy from the British, French, German and Spanish governments. American manufacturers claim that Airbus has enjoyed \$25 billion of support in 20 years; the EC counterclaimed that American firms received \$41 billion over the past 15 years.

The EC and America will try to extend the terms of the agreement to other GATT members.

H&C buys farm feed activities

BY GRAHAM SEARJEANT
FINANCIAL EDITOR

HARRISON'S & Crosfield has bought Unilever's BOCM-Silcock and Unifarm farm animal feed businesses for £67 million in cash.

The deal more than doubles the size of its existing Paul's business and makes it the biggest supplier to the market, with an initial 24 per cent share.

The purchase will be paid for by further disposals of assets. BOCM-Silcock and Unifarm made £5.1 million profit on £300 million of sales for Unilever, but George Paul, H&C's chief executive, said that after Unilever central overheads were stripped out, profits would be £11 million. H&C announced a maintained dividend of 9p, helping its shares to rise by 2p to 126p, despite a 33 per cent fall in pre-tax profit in the year to December 31 on sales up 2 per cent at £1.83 billion. Its building products and chemicals businesses were hit by recession.

Tempus, page 24

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Discount rate cut in Japan fails to impress markets

FROM JOANNA PITMAN IN TOKYO

THE Bank of Japan has cut its official discount rate, the nation's key lending rate, by 75 basis points to 3.75 per cent, the lowest level since December 1989. However, the financial markets were not impressed and the Nikkei shares index reacted by tumbling to a six-year low of 18,581.79, a level 55 per cent worse than the market's high, set at the end of 1989.

Market analysts said the discount rate cut had been anticipated for so long that its potentially positive effect had already been discounted. Yasushi Mieno, governor of the central bank, said the cut was "judged appropriate by taking account of the overall economic development, including weaker domestic activity and recent trends in prices, money supply and market interest rates."

Japan's gross national product shrank for the first time in two and a half years in the October-December quarter last year and is expected to register another reduction in the January-March quarter this year. Money supply growth has slowed to its slowest pace and industrial output fell in February, year on year, a fifth consecutive monthly decline.

Chris Appleton, manager of equity sales at Baring Securities, said: "The market declined because the economy is still seen as very weak,

because Tuesday's economic rescue package was disappointing and because of a prevailing mood that there will be no more rate cuts for some months."

A Bank of Japan official said yesterday that the next time the central bank adjusts the discount rate, it will be in an upward direction.

Equity traders in Tokyo reported a higher than average volume of transactions yesterday — an estimated 300 million shares changed hands — but almost all were sales.

Mr Appleton expects the Nikkei index to recover slightly short-term, but he believes further slides in the stock market are now inevitable. "There is a lot of talk of severe problems in the banking sector, and once the market is allowing collapses like this, it could start to feed on itself and just spiral down."

Business and political leaders rallied to support Mr Mieno's move. Rokuro Ishikawa, chairman of the Japan Chamber of Commerce and Industry, said: "The reduction is an appropriate step and is expected to help promote corporate capital spending and housing investment." Shin Kanemaru, vice-president of the ruling Liberal Democratic Party, said the central bank's move should spur business activity.

Most leaders of Japan's leading companies dutifully

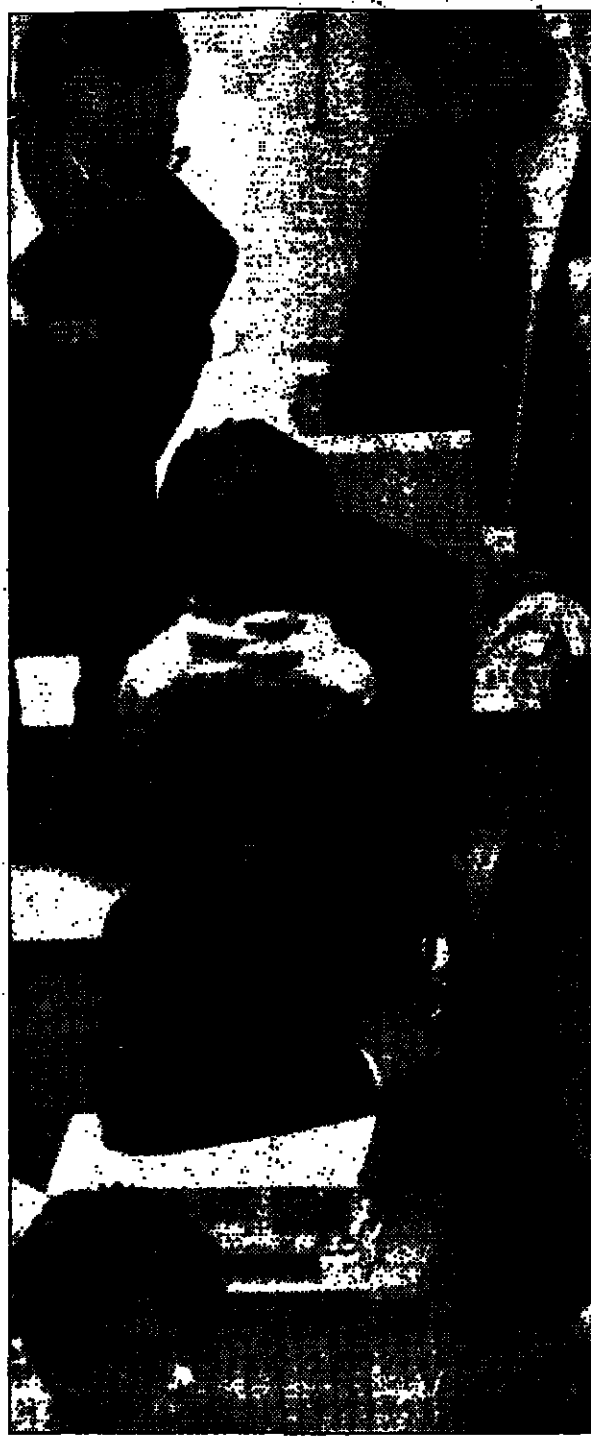
backed up the move, saying it was timely and appropriate after Tuesday's emergency economic package, at the core of which lies 2 trillion yen (£9 billion) worth of public sector investment in the first half of the new fiscal year to boost domestic demand.

The lone voice of Tomichi Akiyama, president of Sumitomo Corporation, however, admitted to disappointment, expressing severe doubts that the rate cut will be effective in bolstering the economy. "The domestic situation is far worse than is generally thought," he said, calling for the central bank to guide short-term interest rates lower still.

Stephen Cohen, managing director of Warburg Investment Trust Management, said: "The economy needed, among other things, at least a full 1 per cent cut in the interest rate to make any effective difference."

Explaining yesterday's fall in the stock market, analysts pointed to a planned liquidation on the first day of the new fiscal year of *tokkin*, or money trust funds. These had become the home of the proverbial "bubble" economy of the late Eighties that pushed stock market and real estate prices up three or four times above their true value.

World markets, page 24



Pause for thought: Tokyo traders wait as prices fall

Emap buys Maxwell exhibition business

BY JON ASEWORTH

EMAP, the fast-growing publishing and exhibitions company, has bought one of the last pieces of Maxwell Business Communications for £4 million.

The purchase of Trenton Group, an exhibitions company, rounds off an aggressive spree of acquisitions by the group that publishes *Smash Hits* and *Q*, along with a diverse range of business titles.

In February, Emap paid £21.5 million for all the MBC titles based in central London, including *Insurance Age*, *Planned Savings* and *The Review*.

Trenton consists of four main trade fairs, covering heating and ventilation, packaging, fluids and commercial fishing. There are also several smaller regional shows.

Emap Events, organiser of the Personal Investment Management Show, held on the Canberra cruise liner each June, is being sold to its management for an undisclosed sum. It will be renamed Richmond Events.

Emap's exhibitions division made a loss of £1.47 million in the six months to September 1991, compared with a profit of £57,000 in the same months of 1990. The company has been expanding aggressively, despite a sharp downturn in advertising revenue that triggered a 28 per cent slump in interim pre-tax profits last year.

David Arculus, Emap's group managing director, said the recession had enabled the company to make acquisitions at realistic prices. The company entered the recession without any gearing and has spent £80 million on purchases in the past two years.

It is now one of Britain's biggest publishers of business magazines, along with Reed and United Newspapers, and is one of the largest exhibitions organisers. The company is expanding into the French consumer magazine market but intends to remain primarily a UK publisher. Emap paid £10 million for three consumer titles, from Murdoch Magazines last August, including *New Woman*.

Setback for sale of Ulster power plants

PRIVATISATION of Northern Ireland's power generating industry stumbled yesterday — a vesting day — when the partnership that is buying two of the province's four power stations was unable to lodge all the agreed £214 million purchase price. The partnership, comprising Tractebel, of Belgium, and America's Applied Energy Systems, asked for more time. It wants to buy Ulster's newest power station, Kilrood, and its oldest, Belfast West. It said it was confident of raising the balance from a consortium of banks and of completing the deal next month.

Northern Ireland's economic development department took control of the two stations for the time being. British Gas, meanwhile, took over the station at Ballymford, County Antrim, and a management and employee buyout team moved in at the Coolkeeragh plant, near Londonderry. NI Electricity remains in being as a transmission and retailing grid and will be privatised through a public flotation this year.

Sherwood dividend up

DESPITE the recession, which is particularly deep in computer services, Sherwood Computer Services is raising its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits.

Radamec pays out

RADAMEC Group, an electronics and precision engineering that makes control systems, is returning to dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits. Its dividend after a 22.8 per cent advance in full-year profits.

Capital edges ahead

CAPITAL and Regional Properties made pre-tax profits of £367,000 in the year to December 25, 1991, up from £352,000. The profit was due to a £666,000 surplus on the sale of investment properties. At the operating level, the group made a loss of £214,000, compared with a profit of £352,000. Earnings per share rose from 0.91p to 1.26p. The final dividend is 0.7p, making 1p for the year (0.9p). Rental and fee income rose from £4.62 million to £5.24 million and there was an extraordinary charge of £1.19 million for the group's attempted financial reconstruction of Sheraton Securities International and for an investment in the 545 North Michigan Avenue Partnership.

North British rises

THE net asset value at North British Canadian Investment Company, the investment trust, increased to 112.3p per share at the end of February, compared with 91.2p a year earlier. Pre-tax revenue advanced to £1.22 million for the year, against £1.11 million last time. Total revenue increased to £1.27 million, against £1.41 million, with more than 50 per cent of the company's investments in European equities. A final dividend of 2.35p is being proposed, making an improved total of 3.25p for the year, against 3.06p. Earnings per share, adjusted for last June's three-for-one capitalisation issue, climbed from 3.1p to 3.39p a share.

Senior sets record

SENIOR Engineering Group, led by Professor Sir Roland Smith as chairman, bucked the recession in 1991 to report record pre-tax profits of £18.3 million, up from £16 million in 1990. A final dividend of 1.95p (1.78p) makes 3.15p a share (2.86p) for the year, and Sir Roland says Senior is confident it can show resilience to the British recession in 1992. In February, Senior raised £26 million in a rights issue to fund the acquisition in America of Flexonics, the flexible tube and metal hose group, which is expected to make a contribution to group profits in its own right this year.

Antares alters name

ANTARES, the fuel distribution and engineering group formerly known as United Guarantee, is changing its name again. It is taking the name Harrison Industries from the company it acquired through a reverse takeover in January. The £14 million deal added industrial products ranging from garage doors and castings to electronic security systems. The company has sold its loss-making Mynors retail division, which owned Covent Garden General Stores. Barry Giddings, chief executive, said he hoped Harrison would be more streamlined as an industrial group.

Pension lifts Leros

HOUSE of Leros, the women's fashion group, has benefited from a £2.96 million surplus in its pension fund, which pushed pre-tax profits in 1991 to £3.63 million, up from £254,000. Without the exceptional income profits would have been £675,000, down from £854,000. Turnover fell from £16.8 million to £13.3 million and earnings per share, pre-exceptional, were 8.4p, down from 11.6p. Final dividend is 7.3p, making 10.3p for the year, the same as last time. The shares rose 3p to 137p.

Ash & Lacy holds up in recession

BY OUR CITY STAFF

ASH & Lacy, the West Midlands metals processor, continues to hold up well in the face of recession, with pre-tax profits just 5 per cent lower in the 1991 trading year. Howard Marshall, managing director, says the balance sheet was cash-positive and "very strong" at the year end.

Difficult domestic conditions trimmed turnover by 3 per cent to £54.5 million. After slightly higher distribution costs and administration expenses, operating profits were slightly lower at £4.8 million (£4.89 million). A sharp fall in other income less interest payable, from £157,000 to £4,000, helped trim pre-tax profits from £5 million to £4.8 million.

Mr Marshall said that overall, galvanising profits were down during the year and the French companies in the division were affected by a downturn in their markets in the last quarter of the year.

Stable copper prices helped non-ferrous distribution activities and margins were higher. Volumes fell, but thanks to the better margins and tighter cost controls, non-ferrous distribution profits rose. Manufacturing activities reported lower profits.

It was a positive year for capital spending, Mr Marshall said. "We now have the most advanced expanded metal line in Europe and in France the first heavy section painting line to be integrated with galvanising."

The company proposes an unchanged final dividend of 3.9p, making a total of 6.4p, the same as 1990. The dividend was twice covered by earnings of 13.12p (13.53p).

There were no signs of recovery, Mr Marshall said, but Ash & Lacy remained in a strong position to respond to the world recession. The shares were unchanged at 148p.

Adwest pegs payout but profits tumble

BY PHILIP FANGALOS

ADWEST Group is maintaining its dividend at 1.25p a share, despite a 34 per cent decline in first half profits as depressed conditions took their toll on the automotive components, engineering and property group.

Pre-tax profits fell to £2.03 million in the six months to end-December, against £3.07 million. Group turnover dipped to £60.5 million, compared with £61.8 million, with the automotive side accounting for about 60 per cent of total turnover.

Fred Grant, chairman, said: "The back end of last year was horrid for manufacturing." Adwest felt the effects of its large exposure to the beleaguered Jaguar group, where the company makes power steering for the luxury carmaker.

Mr Grant said, however, that the group had done "very well" with Land Rover and Nissan, where the group is a



Grant: better prospects nominated supplier. After a difficult period, prospects for the defence operations are somewhat brighter. "The past problems are now behind us; things are starting to look up," he said. The property division is holding up well, with rental income "going up this year".

Earnings dropped from 3.2p a share to 2.3p. The shares eased 6p to 86p.

Hogg Group admits overoptimism

BY GILLIAN BOWDITCH

JAMES Vaughn, chairman of Hogg Group, the insurance broker, has said his expectations of an increase in insurance rates and an upturn in the insurance industry last year have proved to be overoptimistic.

Trading was difficult last year, during which overcapacity and soft markets continued to prevail, he said. Hogg made pre-tax profits of £16.8 million in the year to end-December, down from

£17 million. Profits from the core broking business improved from £11.9 million to £13.2 million and turnover rose from £103 million to £113 million. Earnings fell from 16.4p to 15p a share and the final dividend stays at 5p, making 8.15p for the year, up from 8p. The shares fell 19p to 167p.

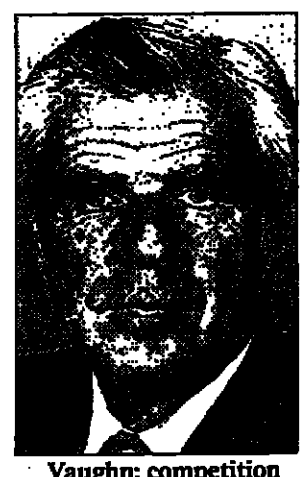
In the UK, the group's retail branches continued to face intense competition and decreasing rates of premium.

Mr Vaughn said: "The anticipated hardening of the market did not materialise, but there are some grounds for optimism in 1992," he added. Financial Services and Risk Management Services continued to progress.

Profitability improved at the London wholesale divisions, while the marine and non-marine divisions were helped by stronger markets and new business.

The Credit Insurance Association and Investment Insurance International maintained their positions as market leaders in credit and political risk insurance, but the recession hurt Hogg Insurance Marketing Services.

The Lloyd's Members Agencies saw profits fall from £1.4 million to £500,000. The group was involved in the Outwaite settlement and has some names on the syndicates subject to current loss reviews.



Vaughn: competition

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Abstract of Annual Accounts For the Year Ending 31 December 1991	
	£
Funds and Provisions	
Endowment Fund	12,196,751
Reserve Fund	864,488
	13,061,239
Income from Investments, etc	1,097,826
	1,275,381
Less	
Grant expenditure	983,057
Non-grant expenditure	458,417
	1,441,474
At 31 December 1991	864,488
GEOFFREY LORD Secretary and Treasurer	
Carnegie Park House, Dunfermline, Fife KY12 2L TEL 23 March 1992	

Profit may be £40m for LWT managers

By MARTIN WALLER

SENIOR managers at LWT (Holdings), the London week-end independent television contractor, are on course for windfall profits of almost £40 million from the 1989 financial restructuring, after the company reported profits well ahead of City expectations despite the depressed advertising market.

LWT's convertible preference shares, created as a result of the restructuring, succeeded in gaining 5p to 263p in yesterday's appalling market conditions as the group announced pre-tax profits of £25.2 million for the year to end-December last, an advance from £20.7 million, at a time when most ITV companies are expected to report lower profits.

The company is taking the opportunity of raising the fixed preferred dividend, paid half-yearly in equal instal-

ments, by 50 per cent to 5.90625p, but says no further rise can take place until the first possible date for the conversion of the shares, in autumn next year.

Under the financial restructuring approved by shareholders in November 1989, the bonuses payable to 44 key executives as part of the "golden handcuffs" to keep them at the station into the next franchise period are triggered at that conversion date, depending on the share price performance. But for the maximum bonuses to become available, the shares have to rise only 15p to 278p and stay there until then.

The complex bonus scheme was fixed on a sliding scale. However, at that price the management would then hold shares bought for about £3 million, but worth £42 million and representing almost 15 per cent of the company. Among the beneficiaries are Melvyn Bragg, who would hold shares worth £1.7 million, and Christopher Bland, the group chairman, whose holding would be worth more than £5 million.

LWT, which regained the franchise in last year's bidding round, is calling for a relaxation of the rules that prevent television companies bidding for each other, and would like to see large companies allowed to link up with medium-sized ones.

LWT says some relaxation will be essential, in the form of rescue bids for companies that bid too much to keep their franchises. "Some high bidders will find it difficult to survive on their own," said Mr Bland.

Tempos, page 24

Bowthorpe to purchase 'black box' maker

By JONATHAN PRYNN

BOWTHORPE Holdings, the electrical and electronic products group, is to pay £30.2 million for Penny & Giles, an electronic instrumentation maker famous for its "black box" flight recorders.

The recommended offer will be the first major acquisition by the company since Dr John Westhead took over as chief executive last year. Dr Westhead said yesterday that the acquisition would allow Penny & Giles to develop international markets and production facilities for its products, which include aerospace instruments and high-tech sensors. There were considerable technical synergies with Bowthorpe's existing products in these areas, he added.

Bowthorpe is offering 136 new shares for every 100 Penny & Giles shares held, valuing them at 321p, a 37 per cent premium to the market price at the close of business on Tuesday. The offer represents a multiple of 15.7 times Penny & Giles' historic earnings per share of 20.5p for the year ended March 31, 1991. Shares in Penny & Giles yesterday rose 75p to close at 310p. There is a partial cash alternative of one new Bowthorpe share and 84p in cash. The deal will be marginally dilutive in the first year after the acquisition.

Penny & Giles reported pre-tax profits of £2.9 million for the year to end-March 1991 on turnover of £33.7 million and had net assets of £16.7 million. In the six months to end-September it made profits before tax of £1.1 million (£1.3 million).

Bowthorpe has already acquired or received irrevocable acceptance for more than 40 per cent of the shares, including those held by the two founders of the company and their families.

In a trading statement, Bowthorpe said that the recession appeared to be bottoming out in America and the UK, but that the German and Japanese economies were showing signs of slowing. Recovery is likely to be modest and probably more apparent in the latter rather than the earlier part of the year, Bowthorpe said.

Bowthorpe shares fell 2p to 234p.



Plotting a course to takeover: Dr John Westhead (left) and Colin McCarthy, finance director

Fimbra halts sale of US unlisted stock

By TONY HETHERINGTON

FIMBRA, the investor protection body, has ordered a firm of financial advisers to cease selling unlisted shares in a Florida company that markets orange juice and organises a "Miss Mannequin" model competition.

The advisers, Wadsworth Bates Limited, of Wetherby, West Yorkshire, claim the shares are set to show a spectacular 400 per cent price rise in no more than six months. However, no accounts or prospectus are available and the individual promoting the issue is unknown to the Financial Intermediaries, Managers and Brokers Regulatory Association (Fimbra).

A malshot sent to potential investors by Wadsworth Bates says it has been ap-

pointed UK co-ordinator for a placing of 1 million shares in International Industries Inc, a small company based in Orlando, Florida. The circular says Wadsworth Bates is a substantial shareholder in the American business.

A letter signed by Simon Duckworth of Wadsworth Bates claims: "The placing price is 65c (38p), but after recent discussions with Nasdaq, the mechanics are in motion for a further issue of 3-6 months at a price of \$3.20 (£1.88), which would result in a full Nasdaq listing at that price — a 400 per cent increase." The letter also claims that the issue is "Fimbra approved".

International Industries Inc is said to supply orange

juice to 220 British supermarkets and to control a franchise business of professional modelling schools in America. Speaking before the sales ban imposed by Fimbra, Mr Duckworth said the company was "too new" for any accounts to have been prepared.

Despite claims by Wadsworth Bates that negotiations for a share listing on Nasdaq have gone well, officials of the American shares network say no application has been received from International Industries Inc. Fimbra said it had intervened to protect Wadsworth Bates clients. A spokeswoman said: "The company has been ordered not to enter into any transactions or conduct or solicit investment business in rela-

tion to unlisted American stocks. Investment advice has been given to clients by a person not authorised by Fimbra, namely Mr Simon Duckworth."

Fimbra is also understood to have objected to the claim by Wadsworth Bates that the share issue was approved by the watchdog body. Although the firm was authorised by Fimbra to offer such investments, Fimbra does not pass opinion on the shares themselves.

Mr Duckworth said last night that he had offered potential investors only facts, and not investment advice. Fimbra had not listened to his side of the story. He said: "I think it is high-handed and irresponsible on their part."

Shares in Young suspended

SHARES in Young Group, the open-cast coal mining company run by Bob Young, the miner's son turned millionaire, have been suspended for the second time in six weeks pending an announcement.

Shares in the USM-quoted company were suspended in similar circumstances on February 18. A warning that profits for the year would be "substantially lower" than expected sent the shares tumbling from 96p to 39p when trading started on March 3. The shares were suspended at 35p yesterday.

Directors spent the day locked in talks with Lazard Brothers, the company's financial adviser. Young has been in talks with its bankers and major shareholders about provision of additional working capital. Geological difficulties have affected production at several sites.

The company is believed to be in negotiations over its Venezuelan operation with Peabody, an American subsidiary of Hanson.

Virani fails to secure bail

Nazmu Virani, chairman and chief executive of Control Securities, the leisure and property group, has failed in an attempt to secure bail in the High Court.

Mr Virani, aged 45, of Putney, south-west London, appeared at City of London magistrates' court on Tuesday after his arrest the previous day. He is charged with conspiring with others to account falsely to the value of \$4 million. He remains remanded in custody until Tuesday.

His arrest came as part of a continuing investigation by the Serious Fraud Office into the affairs of the Bank of Credit and Commerce International.

Petrocon bid

The takeover panel has ruled that Petrocon Group's takeover offer for James Wilkes, which had attracted acceptances totalling 35.88 per cent by the closing time on Monday, should not be extended and, therefore, should lapse. An appeal against the ruling will be heard tomorrow.

Shares slump as MTM gives warning of no final dividend

By MARTIN WALLER

MTM, the chemicals group, has shocked the market again with the news that its long-awaited final results are not yet ready, the company is in breach of banking covenants and there is no prospect of a final dividend for last year. The company paid a final 3.4p for 1990, which made 5.1p. MTM's interim dividend for last year was raised 10 per cent to 1.87p.

The company has also conceded that a thorough report on its books and accounting policies being carried out by BDO Binder Hamlyn, the auditor, could require the re-statement of earlier profit announcements, perhaps going back as far as the stock market flotation in 1986.

The shares lost two thirds of their value at one point yesterday, finally ending 40p lower at 26p. They were valued at

286p a month ago, before the first of several profit warnings and shock announcements. Richard Lines, the chairman, and Tom Baxter, the finance director, have resigned.

The delayed results for last year were due on Monday, but the company has said



Swete: rescue head

they will have to await the outcome of the auditor's report into the circumstances that prompted the profits shortfall and into the company's accounting policies and will not now appear until May.

Trevor Swete, a one-time head of corporate finance at Hill Samuel, is heading a rescue team being sent to MTM by Postern Executive Group, the corporate management specialist led by Sir Lewis Robertson, the company doctor.

The company is waiting to finalise a standstill agreement on its debts and will then attempt to agree a further financial restructuring with the banks once the result of the auditor's enquiry is known.

Chart, page 24

Investors expect hung parliament

By PHILIP PANGALOS

PROFESSIONAL City investors think the Conservatives have the best long-term economic policies, but an increasing number expect a hung parliament, according to a Gallup survey of fund managers for Smith New Court, the securities house.

Some 89 per cent of fund managers, polled on Monday and Tuesday, expect a hung

parliament, compared with 51 per cent at the time of the previous survey early in March. About 80 per cent think the Conservatives have the best long-term programme for the economy, compared with 9 per cent for the Liberal Democrats and 6 per cent for Labour. Some 60 per cent believe a Labour government with an overall

majority would realign sterling in the next 12 months.

The survey says that 89 per cent of fund managers think the general economic situation will improve over the next 12 months if there is a Conservative majority. Under a Labour government, 40 per cent think the outlook for the economy would get better over the next year.

Banker appointed Mountleigh chief

By MATTHEW BOND

MOUNTLEIGH, a group with interests in property and Spanish retailing, has appointed an American banker as chief executive. Steven Gerard joins the loss-making company six months after Clive Strowger resigned from the post after being publicly criticised by the London Stock Exchange.

For the past 15 years, Mr Gerard, aged 46, has worked for Citibank, the American bank that is also one of Mountleigh's lead banks. However, the company was at pains to point out yesterday that Mr Gerard had been appointed not by the bank but by Sir Ian MacGregor, Mountleigh's chairman.

Mr Gerard's appointment takes Mountleigh's board back up to 15 members, despite an undertaking by Sir Ian at last October's annual meeting that the board would be slimmed down as part of a cost-cutting programme. Since the

annual meeting, two new directors, John Cohan and Kevin Gregory, have been appointed and Mr Gregory has taken over from Jeff Warren as group finance director. However, a company spokesman said Mr Gerard's appointment should enable the reduction in board numbers to go ahead.

Any connection Mr Gerard might have had with Mountleigh during his career at Citibank has been "peripheral rather than specific", the spokesman said. His most recent job at Citibank was as senior managing director for credit, portfolio and risk management in Europe, North America, Japan and Australia.

Given Mountleigh's recent record — the company lost £96 million in the year to last April and in January revealed £73 million of losses in the first half of the current year — it will be Mr Gerard's experience heading Citibank's international recovery management group that

will be most valuable in his new role. Mr Gerard said he was excited by the challenges Mountleigh posed: "This is a company with significant economic value which is hampered by the well documented problems in the property market and an inappropriate debt structure," he said.

"It is my intention to implement a strategically focused operating plan which will be satisfactory to all creditors and which will result in maximising value for shareholders." He said he planned to unlock value in the group's property assets and in Galerias, the Spanish department store chain.

Mountleigh's £125 million sale of the Merry Hill shopping centre in Dudley, West Midlands, to a consortium of investors has not yet been completed. However, the spokesman said the company was confident that the deal — announced in January — would be concluded soon.

Efficient pits set record for Coal

By ROSS TYEMAN
INDUSTRIAL CORRESPONDENT

BRITISH Coal has made a profit for the second year running, after achieving a record increase in productivity, Neil Clarke, the chairman, said.

Although Mr Clarke did not disclose the level of profit in the year to end-March, he said that it had been achieved despite a cut in the real price of coal during the past five years of 30 per cent, and with the lowest accident rate on record.

The state-owned corporation is under severe pressure to reduce costs. Its contracts to supply National Power and PowerGen, the privatised generating companies, at about £47 a tonne compared with about £35 tonne for imported coal, expire in 12 months.

Output from British Coal's deep mines was 70.5 million tonnes, down 1 million tonnes on the previous year, despite the closure of 15 pits and the loss of 14,000 miners' jobs.

British Coal has 50 deep mines, employing 44,000 colliery workers. Productivity rose 12.8 per cent to 5.3 tonnes a man-shift, and has since reached 5.7 tonnes a man-shift.

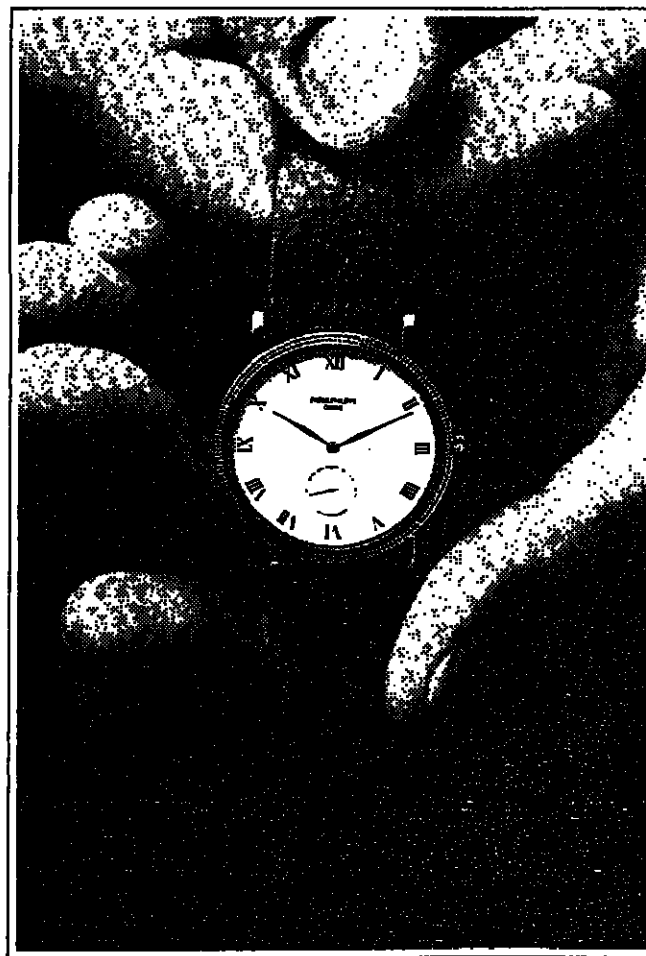
A British Coal spokesman said 80 per cent of the improvement was down to improved mining techniques and equipment. The company invested £368 million in new equipment in the year to March 1991. The rest was achieved by the closure of the corporation's least efficient pits.

Mr Clarke said BCC was determined to achieve productivity of 7.5 tonnes per man-shift within two years. The future of British Coal depends upon the outcome of the general election.

Under a Conservative administration, the corporation would face contraction and privatisation. A Labour government would seek to restrict imports and to preserve the group at about its present size.

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Black sells United Newspapers stake

CONRAD Black, Canadian proprietor of the *Daily and Sunday Telegraph*, has severed his connection with Lord Stevens, the rival publisher, and sold his entire holding in United Newspapers, owner of the *Daily and Sunday Express* and *The Star*. Hollinger Inc, the parent company, confirmed that it is moving towards a public offering of *Daily Telegraph* shares.

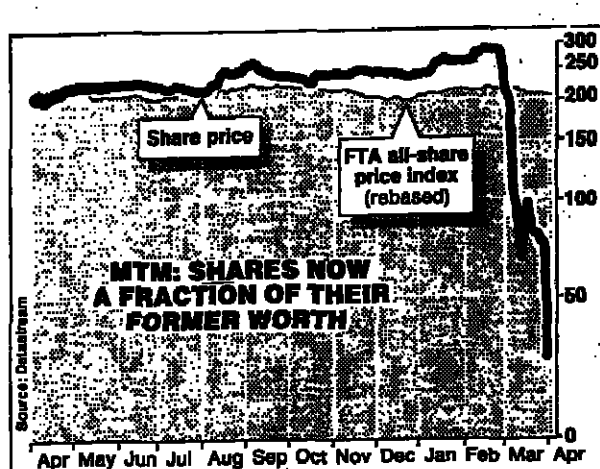
Smith New Court and Cazenove, the brokers, disposed of the 17.25 million shares, 8.8 per cent of the equity, after arranging a bought deal for an undisclosed sum. The shares were later placed with various City institutions at 350p each, valuing the entire stake at £60.3 million.

Mr Black's decision to end his relationship with United Newspapers has ended any remaining bid speculation surrounding United shares and left him nursing an estimated loss on his investment of about £21 million. Mr Black made his first investment in United in March 1989, and is believed to have paid prices ranging from 450p to 500p for his total stake. He is thought to have

bought the stake in United in the hope of negotiating a series of joint ventures between the two companies. But these failed to materialise and speculation in the past few months suggests that the personal relationship between the two press barons had deteriorated. Last week United Newspapers reported an 11 per cent drop in 1991 pre-tax profits to £85.2 million.

Meanwhile, share prices and government securities fell sharply after the three latest opinion polls gave the Labour party a commanding lead. Details of the polls were picked up overnight in New York, where British companies with an American depository receipt suffered heavy falls. Dealers in London also had to contend with a sharp overnight fall in Tokyo.

Within the first half hour of trading, the FT-SE 100 index was showing a loss of 56 points, its low point of the day. Having dipped, briefly, below the crucial 2,400 level, the index rallied to finish 31.5 down at 2,408.6. The index has now fallen 166 points since the election was announced on March 11. Dealers reported early selling



pressure from fund managers, but were taking the view last night that things could have been worse. Turnover reached 701 million shares,

The problems confronting sellers in a falling market were clearly reflected in Lasmo, the oil exploration group. Smith New Court, the broker, was forced to accept a heavy discount when trying to place 3.5 million shares. SNC completed the deal at 172p, having already seen the price fall 11p to 184p.

but was swollen by large numbers of bed-and-breakfast transactions in order to establish a tax loss ahead of the financial year-end. Gilt were down almost £2 in early trading as the pound came

under renewed pressure and short-term interest rates rose by a quarter point. Prices at the longer end eventually closed nursing falls of £1 1/4.

There was selective support at reduced levels for international companies with less exposure to the domestic economy. BOC Group rose 4p to 657p, Cadbury Schweppes firmed 1p to 439p.

and Reuters recovered an early fall to finish only 10p higher at £11.10.

Some of the heaviest losses were seen among the privatised companies amid growing concern that a Labour government may consider a programme of re-nationalisation. These fears were most effectively reflected among the electricity companies.

Double figure falls were recorded among the distributors, with Eastern down 21p to 204p, East Midlands 26p to 207p, London 36p to 219p, Manweb 25p to 256p, Midlands 20p to 220p, Northern 16p to 234p, Norwest 21p to 244p, Seeboard 17p to 229p, Southern 17p to 216p, South Wales 25p to 259p, South West 20p to 221p, Yorkshire 18p to 276p, while the electricity package dropped £218 to £2.70. The power generators fared little better, with PowerGen down 8p to 198p, Scottish Hydro 8p to 82p and Scottish Power 8p to 80p.

The prospect of re-nationalisation also depressed the water companies, with Anglian off 7p at 318p, North-

British 11p at 354p, North West 7p at 333p, Severn Trent 9p at 310p, Southern 7p at 314p, South West 5p at 335p, Thames 10p at 335p, Welsh 9p at 362p, and Wessex 10p at 383p.

There is no sign of an upturn in the fortunes of shareholders in MTM, the specialist chemicals group, with the share price plunging 40p to 26p. Only last month the shares were trading around 280p, but collapsed after the group issued several profit warnings. Now it says it has broken its banking covenants and does not expect to pay a dividend for last year.

Properties saw losses across the board, but Speyhawk rallied slightly, adding 4p to 34p. Elsewhere, Lomax closed 2p dearer at 68p.

MICHAEL CLARK

WORLD MARKETS

Nikkei below 19,000

Tokyo—Shares plunged and the Nikkei index closed below 19,000 for the first time since January 1987. The Nikkei tumbled 764.16 points, or 3.95 per cent, to 18,581.79. Turnover rose to about 300 million shares compared with 259 million on Tuesday.

Declining issues outnumbered rises by 29 to one, with 1,005 lower, 35 higher and 47 unchanged. Only 89.9 per cent of the 1,231 issues listed on the first section were traded. Investors stayed on the sidelines, dismayed that the market had shrugged off the cut in the discount rate, as futures-linked and small-lot selling cut prices.

The Bank of Japan cut the

discount rate by 0.75 of a percentage point to 3.75 per cent before trading started, but shares still opened lower. The Nikkei fell 236.96 points in the first 20 minutes and slipped slowly down all day, reaching a low of 18,562.63 just before the close. It ended at its lowest level since its close of 18,544.05 on January 13, 1987.

Brokers said the rate cut was too long overdue to start buying. Investors were also not convinced that yesterday's rate cut and Tuesday's emergency economic package would revive the economy or corporate earnings soon, brokers said.

(Reuters)

New York partly recovers

New York—Blue chips recovered from most of their early losses by mid-morning as investors looked beyond the sharp selling in Tokyo and London. The Dow Jones industrial average was 6 points lower at 3,229.47 after

dropping as low as 3,215. □ Frankfurt—Shares more than reversed Tuesday's tentative gains to end 0.6 per cent lower. The Dax index dropped 10.56 points to end at the day's low of 1,707.3.

(Reuters)

WALL STREET

	Apr 1	Mar 31		Apr 1	Mar 31		Apr 1	Mar 31
	Index	Index		Index	Index		Index	Index
AMPC Inc	375	380	Emerson Elec	525	525	PG&E Energy Co	495	495
AMPAC Corp	585	585	Emery Corp	525	525	PGE Fuel	495	495
Amstar Corp	585	585	Emery Corp	525	525	PGE Industries	495	495
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STREET

Foretaste of things to come

Financial markets are still not reflecting the suddenly enhanced prospect of a Labour government. Yesterday's fall in share prices and rise in market interest rates was a direct reaction to the latest polls, but a modest one. After some recovery of early falls, share prices ended only 1.3 per cent down, making a fall of about 5.5 per cent since the beginning of March. The stock market is still being managed closely by trading professionals while fund managers are sitting on the sidelines, the astute having taken options to sell large chunks of their British share portfolio after the election. Share prices are still ahead of their most recent trough in December after disappointment at the economy's failure to turn up. Even the utility stocks are showing little panic. Electricity distribution companies had a bad day yesterday but water stocks, which seem more directly if vaguely threatened, shed only about 3 per cent of their value.

Should the poll results be realised on April 9, this relative calm would be shown to be artificial. A month ago, 85 per cent of fund managers in a Smith New Court survey thought the Conservatives would emerge at least as largest party. Now only 7 per cent expect the overall Conservative majority that seems a pre-condition for a Conservative government. Over that month, possibly as a result of the campaign, City attitudes over the impact of a change of government have also changed. A month ago, it was widely thought share prices would merely rise slower under Labour. The balance is now bearish of shares under Labour and would expect interest rates to rise marginally instead of fall. Prices would fall much further when the real investment decisions were taken.

Trade hope

Collapse is the normal outcome of negotiations when American and European trade representatives meet to discuss the vexed issue of subsidies. In this sense, the apparent agreement over aircraft subsidies marks a surprising and welcome break from what remains one of gloomier aspects in the relationship between the world's two largest trading blocs. The deal was, less surprisingly, struck only minutes before the April 10's day deadline America imposed on the negotiations.

Precise details of the agreement and mutual concessions have yet to emerge, but the Europeans appear to have agreed sharp reductions in development subsidies to the four-nation Airbus consortium. The Americans have in turn agreed to cut hidden subsidies — principally in the form of defence-related payments — through which they prop up their own industry. By admitting that such subsidies exist in the first place, the Americans have finally abandoned their claim to hold uniquely high moral ground. What started with a row over Airbus subsidies ended with an international agreement over civil aircraft aids.

Most importantly, the agreement that was never to be raised a flicker of hope for the deadlocked Gatt trade talks. Deadline after deadline has passed in Geneva with no agreement in sight, leaving the conclusion that the Uruguay round is dead in all but name. The issue of farm subsidies, which stands at the centre of the dispute, is vastly more complicated than the question of aircraft subsidies, and the political stakes are equally much greater. But yesterday's agreement suggests there is at least some degree of determination left in Europe and in America to solve the outstanding issues. The aircraft deal is the most hopeful sign yet that the Gatt principles of free trade live to fight another day.

Jonathan Prynn
says the insurer's
dreams of taking
on the Europeans
at their own game
are fading fast

Three short years ago Sun Alliance's status as the highest quality share in the UK composite insurance sector appeared utterly unassailable. Pre-tax profits in 1988 had more than doubled to £372.4 million, the balance sheet was almost embarrassingly strong, with a solvency margin of 93 per cent, and the share price had completed a decade of spectacular outperformance.

Some of the more awestruck analysts were even referring to Sun Alliance as "the world's greatest insurance company," and its management, led since 1985 by Henry Lambert, showed every sign of wholeheartedly agreeing with that verdict. Perhaps most importantly, Sun Alliance looked like the one British insurer strong enough to take on the European giants in the Nineties as the industry walls came down in the run-up to the single market.

It is a very different Sun Alliance that today unveils its results for 1991. Few, if any leading insurance companies anywhere in the world have been untouched by the savage downswing in the insurance cycle, but for Sun Alliance, the impact has been too narrow, if not yet quite close, the gap between itself and the chasing pack.

As one leading insurance analyst said: "The reputation has been tarnished and it will take some time to get that reputation back, if it ever does." Few cracks in the polished external facade of this 285-year-old pillar of the British financial establishment have yet appeared, but as another analyst pointed out, the internal perception is changing. "There are serious internal doubts. People are beginning to think: 'We are no better than the others out there.'"

Not that Sun Alliance's problems are particularly different to those of its competitors. Like all companies in its sector, the bulk of the damage last year was done by losses on the domestic mortgage insurance (DMI) account caused by the tidal wave of mortgage defaults and repossessions generated by the recession and the collapse in the property market.

In December, Sun Alliance announced that it would be making provisions of £320 million against DMI losses in its 1991 accounts. The news sent analysts scurrying to downgrade their loss forecasts and the current range of expectations is £420 to £470 million in the red. This follows losses of £181 million in 1990 when the company was hit by the storms throughout Europe in January of that year.

Further DMI losses of perhaps £200 million are expected in the current year, leading to another



Property millstone: repossession payouts and the market slump have hit Sun Alliance hard

heavy loss before rate increases drag the bottom line performance back into surplus in 1993. By that time, Sun Alliance's once-formidable solvency margin will have been more than halved from its 1989 peak of 111 per cent.

The year-end-figure for 1991 is expected to be about 65 per cent, still the strongest in the sector, but with relatively little blue sky between it and the rest of the sector bunched in the low forties. By 1993, the figure may have fallen as low as 45 per cent and, short of a miraculous recovery, Sun Alliance will have to face up to a future as another domestic UK player rather than a member of the European elite. "Its muscle has all been spent on the DMI losses," says Stephen Dias, a Goldman Sachs insurance analyst.

The setbacks have also taken their toll on Sun Alliance's traditionally generous dividend policy. The group used to enjoy using its balance sheet strength to annually increase its payout above the rest of the sector. This year has seen a nominal increase in the interim dividend to 5.25p but most analysts believe the final will be maintained at 9p. This is not the time for extravagant gestures.

Opinions are divided on whether Sun Alliance's humbling was the result of sheer misfortune or whether a series of poor management

decisions was also at fault. It is certainly true that, with the partial exception of Commercial Union, no leading UK insurer has escaped the DMI disaster. So was Sun Alliance's only crime that, as the biggest UK composite, it inevitably held the largest share of the DMI market? Up to a point. Some analysts, admittedly with the benefit of hindsight, talk about inadequate reinsurance programmes and a failure to perceive that if the DMI account went sour it was likely to do so on a grand scale. Some also question whether Sun Alliance, with the strength to open up new markets overseas, was wise to leave itself so exposed to the UK, where it has about a fifth of the household insurance market.

But there are other criticisms. Sun Alliance's investment portfolio is heavily weighted towards property and equities, a formula that served it well in the Eighties, but has proved a handicap in the very different market conditions of the Nineties. About a third of its equity exposure is accounted for by its 15 per cent stake in Commercial Union, shares which have declined in value this year from 480p to 444p compared with an entry price of 456p. The other large investment is in an American underwriting pool managed by Chubb, which has also

seen a fall in its share price this year, from \$77 to \$65. As one analyst commented, it all contributes to a constant whittling away of Sun Alliance's precious solvency advantage.

The CU stake in particular gives Sun Alliance something of a strategic headache. While it would probably like to cut the proportion of shareholders' funds invested in a single asset, it is reluctant to sell the shares to the most likely buyer, a continental European competitor. The purchase was seen at the time as defensive move to make it more difficult for giants such as Allianz of Germany to swallow what was then one of Britain's weaker composites. But if the British market was vulnerable to the continental threat three years ago, it is far more so now. To hand a key strategic stake in one of the big five composites on a plate to a European competitor would be like inviting a shark into the garden fish pond.

But whatever its past mistakes, Sun Alliance is pinning its hopes for a return to profitability and balance sheet strength on a series of sharp rate increases pushed through on its main accounts this year. Rates on the huge domestic household contents account rose by up to 35 per cent from yesterday. Household structure and motor policy holders face similar or even greater rate rises, while DMI rates rose by 50

per cent last October. Given a fair, and gentle, wind, these increases should allow Sun Alliance to "make hay" over the next few years, according to analysts, although another hot, dry summer could lead to further heavy subsidence claims.

If the recent damp, mild, weeks are anything to go by, the weather gods are, for once, smiling on the battered insurance industry, and the bulk of the rate increases should flow straight through to the bottom line. The commercial accounts too are seeing rate increases stick, although David Nisbet, analyst at County NatWest WoodMac, suggests a further 20 per cent rise is required. The figures will also be helped by a gradual drying up of DMI losses in the second half of 1992 and 1993, and the ending of the recession. The structures account in particular, where rates have risen up to 80 per cent, should see "a very dramatic improvement in profitability." As a result, 1993 will, according to most analysts' forecasts, see a return to profits, in the range of £60 million to £120 million.

What of the future? The first priority is to restore profitability. Premium rate increases and job cuts should see to that, but the longer term objective of repairing the balance sheet will be more difficult to achieve. The group is still highly dependent on the UK household market, and changes in the structure of this market could threaten Sun Alliance. Direct insurers such as Direct Line are increasingly offering cheap household insurance to the public, by-passing the building society sector, which insurers such as the Sun Alliance rely on for business.

Continental competitors using their immense reserves to buy market share in the UK must also be seen as a concern in the medium term. Despite a number of link-ups with European insurers, such as the recent deal with Forenede Gruppen, the Norwegian group, the hard pounding taken by the balance sheet over the past three years has probably put paid to Sun Alliance's chances of being an equal or senior partner in a joint venture with a leading continental player. Even so, Sun Alliance is still capitalised in excess of £2 billion and a hostile bid is regarded as unlikely.

The decline in the relative status of Sun Alliance may also trigger a change in attitude towards the outside world at the group's Bartholomew Lane headquarters in the City. The senior management has been described as distant, even haughty, allowing its undoubted reputation as a class outfit to speak for itself. Relations with shareholders were not enhanced when, in April last year, the company revealed that it had made a £500,000 interest-free loan to a former director to cover legal costs. But the current problem in the insurance industry is no respecter of reputation or longevity, and like a blue blooded but newly impoverished Lord's name, the company must learn to live with the straitened circumstances it finds itself in.

THE TIMES CITY DIARY

Out but not down at 39

IT IS becoming increasingly difficult for redundant City workers to return to jobs within the Square Mile. According to a survey by Drake Beam Morin, the outplacement consultant, only 15 per cent of those people made redundant last year were re-deployed elsewhere in the City. That figure compares with 37.4 per cent in 1989. DBM's findings also show that last year's typical redundant City executive was aged 39, had 8.7 years of service and was earning £47,174. Sidney Simkin, regional director at DBM, says many have been forced to divert their skills into new areas. Some opted to be independent advisers. Others moved out of the City altogether, becoming landscape gardeners or manufacturing Blackpool rock — as in the case of one Bankers Trust dealer who bought the Coronation Rock Company. Fortunately, Simkin is optimistic about the prospects for displaced 39-year-olds. "Between age 35 and 45, you get maximum mileage out of being established and having all your skills intact," he says. "You still have most of the things going for you that you need."

Pelican Sud croaks

THOSE who can still afford expensive City lunches have lost yet another chic haunt with the closure of Pelican du Sud in Hays Galleria, on the south side of London Bridge. Roger Myers, head of USM-quoted Pelican Group, which owns the 15 Café Rouge restaurants as well as Café



"It's either interference or the LWT results."

Pelican in London's theatre-land, says City people no longer have sufficient disposable income for £30 lunches. Pelican du Sud began life in 1988, with personal backing from Janet Cohen, a Chamberhouse corporate finance director, who also helped launch the original Café Pelican in St Martin's Lane in 1983. Cohen and her partners sold both eateries to Myers in 1990 but while the upmarket Café Pelican continues to thrive, Pelican du Sud — and its largely City clientele — has been forced down market. It will reopen on Monday under the cheaper Café Rouge banner, part brasserie, part pizzeria, where lunch will cost from £13 a head.

Dipped beam

PROPERTY analysts have discovered a new way of monitoring the progress of Olympia & York's debt restructuring and cash raising exercise. They have been watching with keen interest to see how long it will take O&Y to replace a light bulb that

they say has been missing for more than a week from one of the four flashing white strobes at the top of Canary Wharf Tower. With the company holding back on all non-essential spending — light bulbs presumably included — the return to full beam could, in the eyes of the analysts, be the first signal that O&Y is over the worst. Meanwhile, the Civil Aviation Authority, which also takes an interest in such matters, has been quick to note the implications. A spokesman says that its "aerodrome standards" department will be informed, to ensure that O&Y is meeting the minimum safety requirements.

An Oscar helps

WITH all attention focused on Anthony Hopkins at the Oscars, it may have escaped general notice that the Oscar for best foreign language film went to *Mediterraneo*, an Italian comedy produced by Silvio Berlusconi's Fininvest group. Fininvest, one of Italy's largest companies, is generally reckoned to be one of only two serious contenders for Britain's fifth terrestrial TV channel — the other is Five TV Group, which Thames TV hopes to join.

One institution that probably will have taken note of its success, however, is the Independent Television Commission, due to announce chosen bidders for the fifth station in the next two weeks. Fininvest must be hoping that the Oscar will exert a more favourable influence on the ITC than one of its earlier productions — the cheeky but entertaining *Colpo Grosso*.

CAROL LEONARD

Lloyds puts customers first

From Mr Phil Nunnerley

Sir, Mr Neville Lee's letter (Business News, March 31) criticising Lloyds Bank for "unilaterally invoking the spirit of the new code of banking practice" is somewhat surprising.

The nub of Mr Lee's complaint is that by placing our customers in control of information disclosed about them, we have put our customers first rather than his letting agency.

Our decision not to reply to bankers' references on personal customers is based on our belief that existing inter-bank arrangements are not compatible with the spirit of the code. We believe that a system which discloses information about personal customers without their consent or knowledge is a breach of the right to confidentiality.

Confidentiality is an issue that consumer bodies have lobbied for extensively in the past, and forms one of the core principles of the new code.

Our new system means that at the customer's request we will issue a Personal Customer Reference which will be sent to customers for them to pass on. Alternatively, at the customer's request, we can send it direct to the third party. The charge for this is £20, which is clearly indicated on the reference application form. For students and recent graduates, this charge will be waived in respect of property rental references. Where we feel unable to provide a good reference, we will tell our customer, and no charge will be made.

Obviously, this new system requires more work on our responses will be more specific and will not rely on formulaic coded phrases. Having investigated the client's banking relationship with us, we will be able to give a full and considered reply. We are sorry that Mr Lee feels this has inconvenienced his business, but we are confident that we are ensuring greater protection for our personal customers.

Yours faithfully,
PHIL NUNNERLEY,
Assistant General Manager
(Retail Banking),
Lloyds Bank,
PO Box 112,
Canons Way, Bristol.

Lloyd's needs no enquiry

From G. N. M. Mellersh

Sir, Your leader (Business News, March 30) is right to question whether Lloyd's needs yet another enquiry, which is what the Labour party promise if they come to power. What needs to be done is what is being done — speedy action to implement the recommendations of David Rowland's Task Force. It is in everyone's interest that Council proceeds as rapidly as possible.

The last thing that Council should do is to allow itself to be sidetracked by your cry for a definition of what status a Name has. We know what our status is — we are sole traders engaged in annual ventures with other Names, with management delegated to managing agents and their underwriters. It is entirely sterile to try and make out that some of the proposed reforms — the right to dismiss managing agents or to veto certain transactions are quoted — makes us "partner proprietors", as opposed to shareholders. It is particularly bizarre to try and make this distinction as shareholders do, of course, have the power to dismiss boards of directors and have to be consulted over major decisions such as significant asset disposals.

The critical question is, in fact, how best to restore confidence in a unique institution that is central to London's role as financial capital of the world. Speedy implementation of the proposed reforms will help, but much more important is the return to profitability that we are now beginning to see take place.

Yours faithfully,
G. N. M. MELLERSH,
47 Quarrendon Street, SW6.

Letters to the Business and Finance section can be sent by fax on 071-782 5112.

BUSINESS LETTERS

DTI has crucial industrial role

From Mr Joe Magee

Sir, The Institute of Directors could not be more mistaken ("Directors call for a market department to replace DTI", Business News, March 30). Far from getting rid of the Department of Trade and Industry, the country needs a strengthened and rejuvenated DTI if we are to seriously tackle the enormous problems of rebuilding the British economy. This is the case we make in a policy document, *Industrial Strength in the 90s*, released by trade unions who work in DTI and, curiously, not reported in your newspaper.

It appears the IoD thinks our problems can be sorted out by government setting a framework "for markets to operate freely and for individuals to realise their full potential". The trouble is, members of IoD have a powerful role but they seem to be living on a different planet from the rest of us. Where is the basis of reality in their vision? Manufacturing industry has been run down and the services industry is failing to deliver, so what is left for the market to do?

It is precisely because the DTI has been forced to abandon direct investment in industry to market policies and successive ministers have failed to realise the importance of innovation in manufacturing that the UK is now

Company failures

From W. M. Reid

Sir, Your headline "UK business failures soar to 1,200 a week" (Business News, March 30) is alarming in that the rate of increase in failures now exceeds the growth of new businesses established. It was reported in 1991

that there were 400,000 more UK businesses in 1990 than in 1979, I make the aggregate of Dun and Bradstreet's failures 1980-1991 to be less than a quarter million. Still up, therefore, on the right side.

Yours faithfully,
W. M. REID,
36 St Peter's Square, W6.

Company failures

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Yours faithfully,
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36 St Peter's Square, W6.

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Inst

'Vampires of the recession' working for a better image

Tim Olsen examines various ways of reducing the excessive costs of big corporate failures which have led to much recent criticism of accountants

Why do some high profile insolvencies generate such big fees for professionals? After the latest round of huge corporate failures, this is being asked with increasing frequency.

The whole insolvency process could be quicker and cheaper if lenders and borrowers paid closer attention to the canons of good lending and business practice and if current legislation were improved. Other problems that influence costs are the complexity of cross-border work and the court-driven nature of large corporate failures. But unless all these matters are addressed, professionals will continue to be branded vampires of the recession.

Before giving more detailed solutions, it is helpful to examine the existing insolvency procedures more closely. Only by understanding the reasons can remedies be sought.

For example, take cross-border work: when corporations dip their toes into different jurisdictions, or structure themselves into a family tree resembling that of the Medici, unravelling the complications will obviously be expensive. In Maxwell Communication Corporation, UK administration came up against chapter 11 in America — that leaves an American company free from creditor pressure.

International insolvency procedures should be harmonised and simplified, to avoid such complications. Relatively little progress has been made so far, although an EC draft directive is in being. Realistically, cultural and conceptual differences between countries are going to hinder this harmonisation process unless firm initiatives are taken. Without clear guidelines, lawyers and national courts are left to grapple with cross-border issues as best they can.

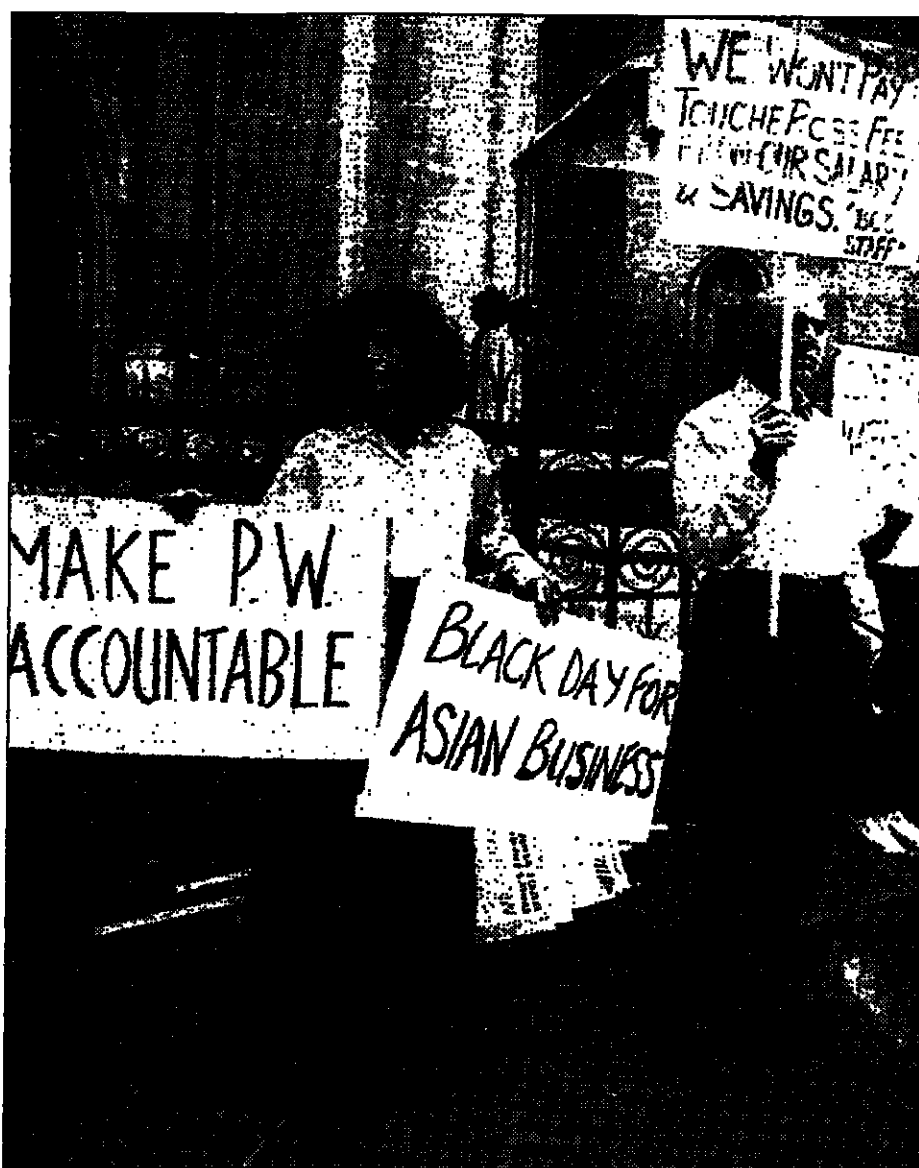
Many recent insolvencies have come to the High Court, where the cost of proceedings has added a new dimension of expense to large insolvencies such as Parkfield, Polly Peck and British & Commonwealth. These all involved the administration process introduced by the Insolvency Act 1986.

This provides a moratorium, akin to chapter 11, allowing time to formulate proposals to save the company and/or its assets. The beginning and ending of administration are both initiated by application to the court; in between, it may be necessary for those running the scheme to return to the court for directions on difficult or novel points. This all adds to the costs but, in time, such applications should become

fewer as the law is clarified. Provisional liquidation, which started the BCCI insolvency and features in the Maxwell saga, is another insolvency procedure invoked to safeguard a company's assets before deciding whether to go into formal liquidation. Provisional liquidators and court receivers, who may be appointed over companies and partnerships, are officers of the court. Their powers are set out in the court order appointing them and are limited in a quite different way from those of, say, receivers put in by banks seeking to realise their security.

The upshot is that there are likely to be frequent references back to court to clarify or extend powers. Court hearings will also be necessary if the appointment of a provisional liquidator or court receiver is disputed and herein lies the dilemma: applications to unseat the appointees are costly in time and money — yet should directors or shareholders be denied their opportunity to oppose the proceedings, even if it may be at the expense of the general body of unsecured creditors?

In addition, the accountants who take on the job must satisfy the court they have no prior involvement with the company that might subsequently give rise to conflict. Knowledge of the company can only be acquired in time and/or by commitment of a large staff. Moreover, the affairs of a company on the verge of collapse will inevitably be in some disarray. Again, this contrasts with the position of a bank or debenture holders' receiver who may have had the opportunity to monitor or investigate his lender's customer before he is called in. There is no alternative. An accountant who is also the auditor could hardly perform such a role.



Under fire: victims of the BCCI crash vent their spleen on the professionals

for a wasted court attendance with the hearing stood over.

The expense and the sheer frustration caused by such procedures have led to calls for reform, in order to improve the lot of the ordinary creditor. For example, one of the recommendations of the 1982 Cork Report, which led to the Insolvency Act 1986, was the creation of specialist insolvency courts. These could hasten the growth of specialist knowledge among the judiciary and lawyers

offer a great improvement. Another recommendation of the Cork Report was for a special pot of money preserved exclusively for unsecured creditors from assets subject to a floating charge, but this was not implemented. Therefore, existing legislation offers no guaranteed return if holders of mortgages and the professionals gobble up assets.

Some commentators feel the insolvency process would be demystified if professionals were required to give a

more detailed disclosure of costs and work done. Insolvency practitioners have a degree of autonomy and it may be difficult for creditors to judge whether fees have been properly incurred.

On the banking side, those who instruct and those who receive instructions need to communicate clearly. Lenders who insist on a deal at any price, with scant regard for proper security, may cause costly arguments in the future. Bank security documentation that continues in use without updating, in the interest of economy, could be an expensive time bomb.

The author is a licensed insolvency practitioner and a partner of City solicitor Lovell White Durrant.

Insolvency practitioners have a degree of autonomy and it may be difficult to judge whether fees have been properly incurred

what happens if the conduct of the auditor prior to insolvency needs scrutiny?

The pressures on the legal system can also contribute to the cost of court-driven insolvencies. While quality of judgment is generally high, the framework in which it operates has imperfections. For example, an insolvency practitioner may return to court to face a different judge from the one who knew the facts and made the original order.

An experienced litigation lawyer may exploit these imperfections. Evidence filed at the last minute may be incapable of being answered in the time because of the need to research the facts and swear an affidavit in reply. This may mean everyone has to turn up

also they would be conscious of the need for speed and appreciate the conflicting interests of office holders, mortgagees and unsecured creditors. Sadly, creation of these courts did not find favour.

A number of professional associations, such as the Society of Practitioners of Insolvency, are pressing for a simpler, cheaper way that smaller companies can bring about voluntary arrangements with creditors. But these need to offer protection against a creditor who may try to jump the queue and seize assets. A period from when the scheme is mooted to approval or rejection during which individual creditor action is frozen is needed. Minor law changes could

more detailed disclosure of costs and work done. Insolvency practitioners have a degree of autonomy and it may be difficult for creditors to judge whether fees have been properly incurred. But there are safeguards in committee approval for such fees. It is also worth pointing out the DTI and other authorised bodies are not going to issue licences to insolvency practitioners who abuse the system. Institutions are not going to instruct professionals who act unfairly and insolvency practitioners' fees may go before a court for approval.

In the City, recognition of need for reform will take time. Much pressure for change is from insolvency practitioners, but steps need

Reform is in the air, whoever wins

FOR the accountancy profession the last two years have seen an unprecedented amount of political activity at a national level. And next week's general election is likely to be the first ever to preface serious change in the profession.

In the past, the profession tended to take politicians' concerns with more than a pinch of salt. The comfortable grouping of institutes and associations knew that even if a corporate affairs spokesman or minister felt that change was necessary an incoming government would always find reform of the accountancy profession so far down the legislative priorities that any threats would be likely to become no more than pigeon-holed promises.

This time it is different. Recession forces corporate collapses. These create blame. Blame sticks to auditors and not, as the history of Robert Maxwell demonstrates, to company directors. And after all, the express purpose of auditors is to be independent watchdogs.

So the incoming government will have to be seen to be doing more to prevent corporate scandals. They are never going to root out wrong-doing. As one prominent City regulator said wearily to me recently: "Moses brought down the tablets which said 'Thou shalt not steal' thousands of years ago, but it doesn't seem to have altered corporate culture much."

But the constant updating and strengthening of the laws and regulations designed to thwart crooks is now a serious political priority.

The difference this time is that the arrival on the scene of Marjorie Mowlam, the Labour party's City spokeswoman, has changed the complacent ways of the large audit firms. For two-and-a-half years she has been arriving on their doorsteps, "effing and blinding" when it was necessary to attract their attention, and then charming them with sweet reason and sheer energy.

Shortly after Mowlam's mission began Austin Mitchell, a cheery and garrulous Labour backbencher, embarked on a crusade to banter the profession as much as he could.

With bright banners of generalisations flying, he has ridden off towards the City with a retinue of accounting academics and polytechnic lecturers running along in his wake trying to keep him provided with the detail to back up his cause.

This has resulted in what has appeared to be a two-pronged assault from the Labour party with Mowlam appearing as Ms Nice and Mitchell as Mr Nasty. Mowlam arguing that rational reforms are essential. Mitchell taking the line that the profession is

nothing more than a rich and chummy coterie covering up for its friends and filling its pockets with loot.

In reality Mowlam and Mitchell each feel that the other is getting in their way and so weakening the message. And as a result they loathe each other.

This is unfortunate because the underlying message of reform is now broadly supported by the most powerful voices in the profession. For example John Roques, the senior partner at Touche Ross, in an interview in *Accountancy Age* last week said that he agreed totally with Marjorie Mowlam's policies.

But he also went on to say that whichever party won the election would want to reform the profession along roughly similar lines. This is true. John Redwood, the outgoing corporate affairs minister, has shown an understanding of the profession considerably better than any of his recent predecessors. He has encouraged its strengths and been tough on its weaknesses.

What the differences in policy really come down to is the timetable for reform and speed of action. Under the Redwood model the current reforms, like the independent financial reporting bodies, would be allowed to bed down and then be reassessed.

The Mowlam model would set up reviews on fraud detection, the extension of auditor liability, independence of auditors and removing responsibility for auditor regulation from the institutes. The Mitchell model would immediately remove any form of self-regulation.

The differences of approach have more to do with the speed of implementation and how far the profession should be allowed some input than in the reforms' actual content.

In a sense we have been here before. Under the last Labour administration the then-trade minister, Edmund Dell, hauled the profession in after a series of corporate scandals and gave them six weeks to come up with steps to create a proper disciplinary system.

This resulted in what is now known as the joint disciplinary scheme. It is ironic that this scheme, which the Labour government had effectively imposed, has been Austin Mitchell's main target.

But reform is inevitable and is now, at senior levels, being welcomed. The twin assaults of Mowlam's policies and the recession have convinced the profession of that. The sadness is that it did not think of it itself.

●The author is the Associate Editor of *Accountancy Age*.



AUDIT
ROBERT
BRUCE

Company reports pay lip service to green audits

By JON ASHWORTH

FEW companies take environmental issues seriously when preparing their financial report and accounts, and those that do often just throw in token figures to satisfy their critics. So says *Financial Reporting*, the bible of Britain's finance directors, which has just been published.

The guide, in its 23rd year, has been compiled by Len Skerratt, professor of accounting and finance at Manchester university, and David Tonkin, managing director of Company Reporting.

It considers how companies prepare their financial statements and has strong words on the apparent lack of concern about environmental issues. There is a growing awareness of a need to comment on environmental issues in annual reports and signs that companies are adopting some form of environmental policy, including the use of green audits.

However, any environmental disclosures that find their way into print tend to be of "very limited use" to anyone trying to assess a company's attitude to the environment. In many cases, companies are just using environmental dis-



Lawson: judgment

closures in the annual report as a public relations exercise. Exceptions include British Airways and Norsk Hydro (UK), recent environmental reporting award winners. However, until an environmental audit is required by law, most British companies are unlikely to pay more than lip service to green issues.

The use of profit forecasts comes in for considerable debate. While the Financial Services Act (1986) outlawed fraudulent or reckless forecasts, they can often be misleading. The guide considers

the case of Skatchley, the dry-cleaning group, which issued a profit forecast while fighting a hostile £135 million bid from Godfrey Davis in 1990.

In its defence document, Skatchley forecast pre-tax profits of £6 million for the year to the end of March 1990. Godfrey Davis later withdrew its offer and when Compass Group stepped in with a rival bid, Skatchley repeated its profit forecast. Compass was unsuccessful.

When Skatchley unveiled its results in June, the anticipated £6 million profit had become a pre-tax loss of £2 million for the year, and an overall deterioration of £8.1 million after tax and extraordinary items. The reason given by Skatchley for the sharp discrepancy was that the previous management had taken an over-optimistic view of the carrying value of certain fixed assets, stocks and debtors.

Roger Lawson, chairman of the accountancy business group, said it is up to companies to disclose exactly what they are doing when they make profit forecasts.

He says it is up to the Accounting Standards Board to develop a framework for such forecasts, which depends less on a profit figure taken in isolation and more on disclosures that will help investors gain a feel for all the relevant factors.

Companies with multiple stock market listings are making good progress towards harmonising their accounting practices and financial reporting. There is a public relations value to this in that large multinationals want to be seen to meet the highest international standards.

Companies are also responding to the needs of shareholders in different countries who prefer to be able to compare like with like. The presence of various European Community directives has helped within Europe.

Surprisingly few accounts contain any useful information about how revenue and profit are measured or recognised and much needs to be done to improve this, *Financial Reporting* says.

Budget VAT concessions still leave anomalies

By GRAHAM SEARJEANT
FINANCIAL EDITOR

THE campaign against Norman Lamont's initial decision to recoup delayed VAT revenue on European Community imports by forcing big firms to pay VAT monthly instead of quarterly does not seem to have been assuaged by the concessions made by the Chancellor in his Budget.

Under the revised proposals, companies with annual VAT liabilities of more than £2 million will not be obliged to make monthly returns, the subject of much grumbling about administrative burdens. They will, however, still have to make monthly payments on account from October, based on their VAT returns for the previous annual reference period.

The Treasury calculates the revised method, apart from saving administration, will cost the big payers about £200 million less in working capital as payments will be based on old returns. But tax accountants say the new method will create new difficulties and anomalies.

The clearest victims could be companies with seasonal businesses. The tax group of the Chartered Institute of Management Accountants (CIMA) argues that the use of the monthly average of the earlier year to calculate monthly payments on account will be

particularly bad for confectionary firms, as well as seasonal trades such as fireworks and greetings cards, if producers are big enough to fall into the net.

Depending on the season, they could be paying too much in advance. CIMA says this distortion could be eased if monthly payments were no more than a third of the previous VAT payments in that

quarter of the year. CIMA thinks the rules could also be unfair for companies leaving the control of big groups or where a company's business falls drastically — for instance, due to the recession.

Richard Watson of Price Waterhouse says seasonal traders hit by the new arrangements could even find it worthwhile to volunteer to make monthly VAT returns

so they would pay tax only on the actual figures. But this would increase the risk of penalties if mistakes are made in switching from quarterly to monthly returns.

Mr Watson says companies whose VAT reference year has not yet expired could take measures to minimise their first-year liabilities if they move fast. This could involve advancing

spending in Britain that can be set against VAT. Ironically, liabilities in the reference year might also be reduced by accelerating imports from non-EC countries, he argues.

As a caution, Mr Watson says Customs and Excise will have discretionary powers to force companies to make full monthly VAT returns if they are not satisfied with speed and regularity of payments.

Morris' men

THERE was a time when no self-respecting gentlemen's club would even consider the prospect of women members.

Now, the Institute of Chartered Accountants — a gentlemen's club of sorts — has bowed to the inevitable and appointed a woman to its senior management team for the first time. Hilary Morris, director of finance and services at Accountancy Business Group, the division which publishes *Accountancy* magazine, takes over as director of district societies and boards on July 1. She succeeds Peter Gilbert who is retiring. Morris, aged 43, who spent eight years in a practice in Preston, Lancashire after doing her articles,

began her association with the ICA purely by chance. "I contacted them for advice and ended up working for them," she said. She will be answering to virtually the entire 98,000 strong membership of the ICA when she takes office. "More and more women are working their way up through the ranks of business, and I would like to set a lead for others to follow."

Study studied

AN UPRISING appears imminent among accountancy trainees who are demanding an independent watchdog to review complaints about the way examinations are conducted and marked. Few graduates who have had to suffer the horrors of accountancy exams will be surprised to learn that 94 per cent of trainees polled in a recent

ANY OTHER BUSINESS

survey called on the professional bodies to create a student ombudsman. Clearly delighted with the opportunity to have a good moan, 55 per cent of trainees surveyed by PASS magazine said exam

syllabuses are too long and nearly half admitted to "question spotting" to save time. Students spend an average of 13.4 hours a week ploughing through manuals and textbooks — only an accountant would round the figure off to the decimal place — but the time devoted to studying swung wildly from a shameful four hours a week to a saintly 40 hours. Management accounting students worked the hardest and public finance trainees did the least. Shame on them.

Bracing stuff

EASTBOURNE, Sussex, has been picked for the accountancy world's equivalent of the Oscars: the annual confer-

ence of the Institute of Chartered Accountants in England and Wales. The south coast resort may lack the symbolism of Brussels, where the ICA held its conference two years ago, or even the flavour of Jersey, last year's choice, let alone the razzmatazz of Hollywood. Something nearer home seems more appropriate in these sober times and the "big" names will be out in force. You cannot get much bigger than Mick Newmarch, chief executive of the Pru, who will be among guests at the Grand Hotel from June 25-27 to deliver an institutional investor's perspective. Ian Plaistowe, who becomes ICA president on June 3, will deliver the opening speech and Brandon Gough, chairman of Coopers & Lybrand Deloitte, is due to give his views on corporate governance and the audit. Graham

Corbett, Eurorunnel's head of finance and administration, will talk about the role of directors — always topical.

Try harder

STOY Hayward gave a subdued launch for its ninth annual guide to venture capital. A mere press release was deemed sufficient this year, with a few words from Dermot Mathias, Stoy's corporate finance partner. Perhaps to live things up, he gives a mock school report in his introduction: "A disappointing year, marked by lack of effort and a failure to realise his/her true potential; nevertheless the real test of character will come next year when this pupil must take advantage of the opportunities available..." Hopefully he means venture capital.

JON ASHWORTH

Solidasrock has right credentials for Liverpool test

WITH one eye on Saturday's big race, it will be interesting to see how the course rides at Liverpool this afternoon when 26 runners contest the John Hughes Memorial Trophy Chase over the Grand National fences.

Solidasrock, trained at Epsom by Reg Akehurst, is my idea of the likely winner. After watching the ten-year-old finish second to Arctic Call at Newbury 12 days ago, Akehurst told me that he has had today's race in mind for Solidasrock for a long time.

He remains convinced that he is the sort to run well over these big fences, even though he was eventually pulled up in last year's Grand National when in a hopeless position. This time he has a circuitous route to cover.

There are few more consistent chasers over the park course fences. Apart from a sixth behind Cool Ground at Haydock, where his trainer maintains he failed to get the trip, Solidasrock has not been out of the first three all season.

Watching his latest race from the middle of the course at Newbury, I got a ground-level view of his jumping, which was safely personified and tailor-made for Aintree.

Whereas the top-weight, Elfast, who won the Midway of Flete Challenge Cup at Cheltenham last time, will be entering unknown territory when he tackles two-and-three-quarter miles for the first time, Solidasrock, who

MANDARIN
MICHAEL PHILLIPS

has done most of his winning over three miles, should still be running on when others have cried enough.

For Adrian Maguire, the ride on Sirrah Jay will hopefully provide priceless experience as he prepares to partner Cool Ground, the favourite for Saturday's big race. This will be his first taste of the National course.

Golden Freeze, who gave Michael Bowley a dream of a ride in last year's National until his stamina gave out, is another likely to go well over today's shorter trip.

Last year's winning combination, J-J-Henry and Anthea Farrell, will again have their supporters but the 13-year-old may find the ground softer than he cares for.

David Nicholson and Richard Dunwoody can make a memorable start to the meeting by landing a double with Carobee (2.00) and Shamama (2.35).

I have seldom been so impressed with a novice as I was with Carobee when I watched him saunter away with the Swish Hurdle at Chepstow last month.

He is napped to win the Seagram Top Novices' Hurdle, even though the opposition is headed by Flown, who left Halkopius for dead when winning the Trafalgar House

Supreme Novices' Hurdle at Cheltenham.

Shamama, my choice for the Sandeman Maghull Novices' Chase, looked to be going ominously well at Cheltenham until she crumpled on landing over the second last fence in the Arkle Challenge Trophy.

My contention that she would have made a race of it that day with the eventual winner, Young Pokey, will be borne out if she manages to easily cope with Space Fair, who went on to finish third in the Arkle.

While obviously respecting Kim Bailey's decision to bring Kings Fountain out again so soon after what turned out to be a bruising experience in the Gold Cup, I feel that Arctic Call has had the better preparation for the Martell Cup.

The way that he rallied in the straight to give Solidasrock 25lb and a six-length beating was highly commendable and suggested that a recent operation to improve his breathing has been successful.

While further rain will improve the chances of Boloney Boy, Everald and Fishkin in the 100 Pipers Handicap Hurdle, I prefer the Jim Wilson-trained Jeassu, who should find life easier today when he ran last against some of the best in the land at level weights in the BonusPrint Stayers' Hurdle at Cheltenham.

Scudamore sticks with old pal Bonanza Boy

By RICHARD EVANS
RACING CORRESPONDENT

PETER Scudamore decided yesterday to remain loyal to Bonanza Boy and attempt to complete the Grand National for the fourth successive year on the Martin Pipe-trained chaser.

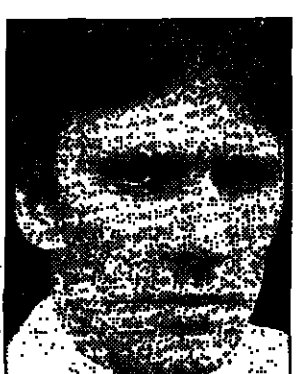
The champion jockey's decision prompted a minor gamble on the 11-year-old and Ladbroke's cut their odds from 40-1 to 33-1 after reportedly laying him to lose £100,000 in the Martell-sponsored race.

Scudamore said last night: "I know the horse well and he has been good to me over the years so I thought I would stick by him. A downpour at Aintree would obviously help his chances."

Bonanza Boy, who started 13-2 favourite last year, finished fifth behind Seagram. He was sixteenth and eighth in the two previous runnings. This year the dual Welsh National winner has been leased for the day by The Sun and will run in the newspaper's colours.

Scudamore has ridden in every Grand National since 1981 but has never won the race. He finished third on Corbiere in 1985.

A spokesman said at Pipe's



Scudamore: loyal to last year's beaten favourite

yard said that riding arrangements for the stable's two other runners, Omerta and Hunworth, had not been finalised.

Although Aintree enjoyed its second successive day without rain and a gentle breeze continued to dry out the ground, the official going remained unchanged last night after John Parrett, clerk of the course, inspected the Midway and National courses with Lord Manton, chairman of the stewards for the opening day of the three-day meeting.

"The ground is good to soft on the Midway chase and hurdle courses, and soft on the Grand National course,"

Parrett said. "There has been little change since yesterday though it has started to dry out a bit."

"It would appear everywhere around Aintree and outside Merseyside has been having bad weather and we have had a few anxious trainers phoning up."

The Manchester Weather Centre forecast rain spreading from the north by mid-night and continuing for the rest of the night, mostly light with the odd heavy burst.

The outlook is for occasional showers today and tomorrow and a dry evening before the big race.

"Strong winds affect the going more than anything else here and the forecast would suggest drier conditions," Parrett added.

The uncertainty over the ground conditions on Saturday meant betting interest was again subdued.

William Hill reported interest in the soft ground specialists and out Willford from 16-1 to 14-1, Romany King and Rubika from 25-1 to 22-1.

Seagram attracted each-way support and last year's winner had his price trimmed to 40-1 from 50-1. Just so, a renowned mudlark who has been running well in competitive handicaps, came in to 50-1 from 66-1.

Ladbroke took similar action following support for the Paul Nicholls-trained chaser and also reported support for Ghofar, now 33-1 from 40-1.

Ace Of Spies, a winner at Tramore, Listowel and Cheltenham in the early part of the season, is the latest defector from the race. "It is no good running him on soft ground," trainer Gill Jones said. "If it dries up, we will send him to Fairyhouse for the Irish National."

The absence of Ace Of Spies guarantees a run for the Paul Leach-trained Stearsby, a first National ride for Seamus Mackey.

Laura's Beau out to change Irish luck

By PAUL WHEELER

WHISPER it quietly, but the Irish are coming back. For a nation that regards racing as less of a sport and more of a religion, the jumping fraternity has been starved of success in recent years.

It is 17 years since Tommy Carberry and L'Escargot took the Grand National across the Irish Sea. Since then the closest they have come is with dual runner-up Greasepaint.

Now, top jockey turned trainer Frank Berry is out to change all that with Laura's Beau. The eight-year-old was originally quoted at 50-1, but that price has been tumbling as steadily as the rain over Aintree and 12-1 is now the best available.

The bay is owned by the renowned Irish gambler, J P McManus. "I think you could say he has an interest in it," Berry said with a laugh.

Berry's best Grand National performance as a rider was seventh on The Elbow in 1987, but he rates his chances highly with Laura's Beau. "He's my only runner at the meeting, but he might be worth, hopefully," Berry said.

Laura's Beau, who will be a first ride in the race for



With one National, the Uttuxeter version, already under their belts, Berry and O'Dwyer now have their sights set on the real thing at Liverpool on Saturday

25-year-old Connor O'Dwyer, showed that he excels in wet conditions when sluicing through the mud at Uttuxeter three weeks ago to win the Ansell's National over four

miles. "He came out of the race very well, and is in good form," the trainer explained. "He landed on top of the first ditch at Cheltenham and was out of the race after that. It was a one-off thing because he's

Muir Chase at the Cheltenham festival but, as Berry explained: "He landed on top of the first ditch at Cheltenham and was out of the race after that. It was a one-off thing because he's

normally a good jumper. I think he'll operate round Aintree OK, but you always need a bit of luck."

Berry put blinkers on Laura's Beau for the first time at Uttuxeter. "He's a very laid-back horse and the blinkers just sharpened him up," Berry explained. "He'll wear them on Saturday." And remembering L'Escargot, he added: "I think the last Irish winner wore blinkers."

Berry, aged 40, was Irish champion jockey a record ten times. His biggest win came in the 1972 Cheltenham Gold Cup on Glencraig Lady for Francis Flood, and he rode many of the other best horses in Ireland like Drumgora and Bobline. "I had a good run at it," he said modestly.

However, his career was ended by a serious neck injury. "I had a really thought about training. I did a bit of work for Tattersall, but I missed the racing so much that, even if it wasn't the best time to get into the business, I wanted to give it a shot."

He now trains 20 horses at the Curragh, and rides Laura's Beau on the rolling Kildare gallops. "We've got mainly young horses so it's taking a bit of time," he says. "Winning the National would help a bit."

MANDARIN

2.00 CAROBEE (nap).
2.35 Shamama.
2.35 Arctic Call.
3.45 Solidasrock.
4.20 Salwan.
4.50 Jeassu.
5.20 Chuck Curley.

THUNDERER

2.00 CAROBEE (nap).
2.35 Welsh Bard.
3.45 Captain Kim.
4.50 Native Tribe.
3.45 Shannagary.
4.20 Novello Allegro.
4.50 Mayfair Mix.
5.20 Brief Gale.

The Times Private Handicapper's top rating: 3.10 ARCTIC CALL.

GOING: GOOD TO SOFT (MIDWAY COURSE); SOFT (GRAND NATIONAL) SIS

2.00 SEAGRAM TOP NOVICES HURDLE (Grade II: £9,974: 2m) (9 runners)

101 13111 CAROBEE 26 (D.O.B.) (Mrs R Burt) D Nicholson 5-11-10 R Scudamore 58
102 11 FLOWN 23 (D.O.B.) (E Whittell) N Henderson 5-11-10 J Osborne 59
103 10-41 BIDEENCO 56 (D.O.B.) (R Waley-Cohen) R Waley-Cohen 5-11-10 M Lynch 59
104 12312 CROSSHOT 12 (D.O.B.) (R Waley-Cohen) R Waley-Cohen 5-11-10 M Lynch 59
105 12334 DANTE'S INFERNAL 41 (D.O.B.) (Mrs S Bradburne) M J Bradburne 52
106 10112 HANGOPUS 22 (D.O.B.) (A Christodoulou) M Tompkins 5-11-10 P Scudamore 55
107 8-2118 SPINNING TAY 21 (D.O.B.) (Mrs J Hoad) H Hoad 5-11-10 C Llewellyn 58
108 401025 WHO'S TO SAY 33 (D.O.B.) (Mrs P Mullins) P Mullins (ng) 5-11-10 A Mullins 58
109 02 SAFE ARRIVAL 31 (D.O.B.) (Mrs R Haves) Mrs R Haves 4-10-5 S Smith Eccles 58
BETTING: 13-8 FLOWN, 15-8 Carobee, 9-4 Halkopius, 14-1 Who's To Say, 50-1 Crosshot, Hangover, 66-1 Bideenco, Safe Arrival, 120-1 Dante's Inferno.
1991: GRANVILLE AGAIN 5-11-8 P Scudamore (5-4-4) M Pipe 8 ran

FORM FOCUS

CAROBEE best Gallop High 15 in 6-runner Chepstow (2m, soft) hurdle, FLOWN best HALKOPUS (2m, soft) hurdle, SPINNING TAY best FAIR OVER STRY (4m, good to firm) hurdle, WHO'S TO SAY best FAIR OVER STRY (4m, good to firm) hurdle, DANTE'S INFERNAL best FAIR OVER STRY (4m, good to firm) hurdle, HANGOPUS best FAIR OVER STRY (4m, good to firm) hurdle, CROSSHOT best FAIR OVER STRY (4m, good to firm) hurdle, BIDEENCO best FAIR OVER STRY (4m, good to firm) hurdle, FLOWN best FAIR OVER STRY (4m, good to firm) hurdle, WHO'S TO SAY best FAIR OVER STRY (4m, good to firm) hurdle, SAFE ARRIVAL best FAIR OVER STRY (4m, good to firm) hurdle, DANTE'S INFERNAL best FAIR OVER STRY (4m, good to firm) hurdle, HANGOPUS best FAIR OVER STRY (4m, good to firm) hurdle, CROSSHOT best FAIR OVER STRY (4m, good to firm) hurdle, BIDEENCO best FAIR OVER STRY (4m, good to firm) hurdle, FLOWN best FAIR OVER STRY (4m, good to firm) hurdle, WHO'S TO SAY best FAIR OVER STRY (4m, good to firm) hurdle, SAFE ARRIVAL best FAIR 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Bacher: architect

On their way to Australia for the World Cup, the South Africans stopped off in Zimbabwe. An African National Congress (ANC) official, exiled for 27 years, called on them in Harare. As he spoke to them, in what was part pep talk, part good wishes, the players gazed at him in open disbelief.

Here was a black man, driven from his country by suffocating prejudice, asking a white team to play well for him. What this game, and sport in general, is doing for the country is beyond the scope of any politician, priest or philosopher.

"It was essential," Bacher reflects, "that we had the population out on the streets cheering a South African team. At the Wanderers Club, during the World Cup, black employees would come up to me and say 'Hey man, isn't our team doing well?'"

There are many visionaries, white and black, seeking to achieve a bloodless revolution. A few years ago, many whites wanted Bacher dismissed: now they acclaim his perseverance and courage.

Yet this is a man who, politically detained on Robben Island, spent nine months in solitary confinement for leading prisoners' protests in a 1981. Locked in what he calls "a coffin" for all but two periods of 15 minutes a day, Tshwete talked aloud to himself to retain his sanity. It has been his understratistive logic that has guided the ANC's transformation of sporting relations with blacks, whites, and with the rest of blacked Africa. It was he who sat beside Nelson Mandela, across the table,

"I met Steve in 1990 at the Eastern London township of Midantane," Bachar recalls, "and a few months later he agreed to speak to the United Cricket Board. During discussions lasting all day, he convinced 50 white administrators that the blacks didn't intend a takeover. I have tremendous respect for him, for his lack of bitterness. Addressing the Caribbean high commissioners in London, it was Steve who said that the United Board was an embryo that needed international support. If we'd had Mugabe here, instead of Mandela and Tshwete, our cricket would never be where it is

Bacher dismisses out of hand the fuss about attempted abolition by the blacks of the Springbok sporting symbol. What is more important, he asks: playing West Indies, or keeping the Springbok emblem? If people would ease off, he suggests, the symbol might eventually find favour again. The position of rugby, he considers, is indefensible: the only coaching

The arrival of official Test cricket once again means that South Africa can now start to generate its own money to back the 3 million rand per annum development programme, hitherto supported by sponsors. The under-19 team also departing tomorrow, with 11 non-whites out of 15, is testimony to

England batsmen failed to solve a familiar problem

Borg has fun in latest comeback

Obituary, page 19

The starting point is in the school system



We have provided a government grant of £48.8 million for 1992-3 to the Sports Council — which is to be restructured as the UK Sports Commission and as a Sports Council for England. This grant has been increased in line with inflation. We have also announced a further grant of £5 million to attract companies into sports sponsorship on the basis of a pound-for-pound of government money for sport in the inner cities and for young

Stars & Stripes fights back

RESULTS: Semi-finals: Challengeurs: Ville de Paris (M Palot, Fr) bt New Zealand (R Davis), 12in 45sec; 1. Moro di Venezia (P Cayard, It) bt Nippon (C Dickson, Japan), 2min 4sec. Progress points: 1, 1. Moro di Venezia, 2pts; equal 2, Ville de Paris and New Zealand 1; 4, Nippon 0. Defenders: Stars & Stripes (D Conrad) bt America² (W Koch), 45sec. Progress points: 1, Stars & Stripes, 2pts; 2, Kanze (W Koch), 2; 3, America² 0.

The IPC executive committee decided on Tuesday to negotiate with the IOC. The IPC is willing to compromise and change its trademark.

For Lillehammer in 1994, the Norwegians have sold the Winter Olympics and paralympics to potential sponsors as one package, placing the rings and tear-

Paralympic body ready to compromise on logo

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RESULTS (Winners and leading British):
ALPINE: MEN: Downhill: LW 1, 3, 5, 7, 9: 1. G. Schonfelder (Ger), 15, M. Hammond, 21, J. Morris LW2: 1. G. Marang (US), 15, Hammond: 21, Morris LW 6, 8: 1. M. Tetschi (Austria), 14, C. Bee LW10: 1. C. Colley (US), 3, M. Stoddard, LW11: 1. J. Martenson (US), 8, P.

3, Burt LW1: 1, 3, 5, 7, 9: 1, Schmeidler: 18.
17, Nugent LW2: 1, Manning: 18.
Hammond, 34, Morris LW2: 1, Tatsch: 18.
18, Bee LW70: C Colley (US): 3.
3, Stockard, 5, B Harding: LW11: 1, Kley: 10.
10, Brownstein: 11, Goley: 18.
WOMEN: Downhill: LW10: 1, S Wall (US): 5.
5, C Blackmore: Station: 1, G Palmer (Ger): 4, Stockmore: Super giant: 1, Wile: 2.
ORDERS: MEN: 10km: B3: 1, N Kuchenski (UT): 14, J Brown: B2: 1, Hoffe (Ger): 16, J Denton: B1: 1, Kuchenski (UT): 8, P Young: 30km: B3: 1, Kuchenski: 15, Brown: B2: 1, Hoffe: 16, Denton: B1: 1, Kuchenski: 7, Young: 17th: B2: 3, Hoffe: 13, Brown: 17th: Denton: B1: 1.

United States	19	15	8	-	55
Germany	9	7	6	-	47
Austria	8	2	6	-	32

France	4	4	6	25
Switzerland	3	5	2	21
Canada	2	4	6	20
Australia	1	1	2	8
New Zealand	2	0	0	6
Sweden	1	1	1	6
Great Britain	0	1	4	5
NORDIC SKIING				
United Team	10	8	8	45
Finland	8	2	4	32
Germany	2	10	3	32
Norway	5	5	4	32
France	2	0	4	20
Poland	2	0	0	9
Switzerland	0	3	3	9

FOOTBALL

Television offer to give £500m to football

By OUR SPORTS STAFF

FOOTBALL'S governors have been offered a free stake in the independent television company that wants to plough £500 million into the sport at all levels over the next ten years.

James Cadman, a director of Full Time Communications (FTC), which is competing with ITV and the partnership of BBC and BSkyB for the new Premier League television contract, said yesterday: "On top of the basic offer, we are also offering an equity stake for the Premier League, the Football Association and the Football League — even schools football — allowing them to share in future profits and success."

"We want to undertake a long-term partnership, and we have heard from Rick Parry [the Premier League chief executive] that they are extremely interested. Other people in the game have told us the package is 'irresistible' and now we are anxious to have meetings with ITV, BBC and BSkyB."

FTC plans a 24-hour satellite football channel starting in August 1993. That would not, however, mean blank screens next season if it wins the vote when the 22 Premier League club chairmen hold their ballot on television coverage later this month.

"We would encourage the other three channels to show football next season, including some live games, but we believe football is about more than just the top clubs," Cadman said.

He then confirmed that FTC had the financial resources to meet its commitments: "A lot of people around the world see football as an untapped market," he

said. "Our money is coming from a number of sources, some of it from overseas."

The chief executive of the Professional Footballers' Association (PFA), Gordon Taylor, was well aware of the substantial figures being discussed — ITV has offered £20 million a year for Premier League rights — as he prepared to meet Parry, Sir John Quinton, the Premier League chairman, and Terry Venables, the chief executive of Tottenham Hotspur, yesterday.

Taylor is threatening to call his players out on strike unless the Premier League agrees to pay the PFA ten per cent of television income. The union has been offered five per cent or a minimum £1 million.

Gavin Maguire, the Welsh international defender who has been unable to command a first-team place with Portsmouth this season, may be given a surprise call-up in Sunday's FA Cup semi-final with Liverpool.

Maguire, who has made only one first-team appearance this season could make a comeback following an injury to Andy Axford. The £1 million-rated Axford limped off during Tuesday night's 2-1 home defeat by Charlton Athletic with a groin strain and is rated doubtful for the game.

Axford, a central defender, is having intensive treatment and the Portsmouth physio, Neil Sillett, said: "It will be touch and go. He is a good healer but this was a bad injury and at a bad time."

SEMI-FINAL REPLAY DATES: Sunderland v Norwich City, Hillsborough, Wednesday, April 8; Liverpool v Portsmouth, Villa Park, Monday, April 13.

United take chance to take lead again

By LOUISE TAYLOR

MANCHESTER United returned to the top of the first division on Tuesday when they defeated Norwich City 3-1 at Carrow Road. Two goals from Paul Ince and one from Brian McClair put them one point clear of Leeds United, over whom they have a game in hand.

While Norwich possibly had Sunday's FA Cup semi-final against Sunderland on their minds, Liverpool refused to allow the prospect of their semi-final against Portsmouth to prove a distraction. Goals from Thomas, Venison, McManaman and Rush brought a 4-0 victory at Anfield against Notts County, who are now in acute danger of making the swiftest of returns to the second division.

Arsenal kept their hopes of a Uefa Cup football next season flickering with a 3-3 draw against Nottingham Forest at Highbury. They had Tony Adams to thank for a last-minute equaliser after Woan, Cough, and Keane had put

Forest ahead, with Dixon and Merson on target for Arsenal. Portsmouth's promotion hopes were dented at Fratton Park, where that meeting with Liverpool seemed to be affecting Jim Smith's side. That suited Charlton Athletic, who departed 2-1 winners, courtesy of goals from Leaburn and Whyte which pushed them up to fourth in the second division.

Despite spending £5.4 million since becoming manager of Blackburn Rovers, Kenny Dalglish has seen his team lose its last three matches, four of their last five and win only once in the last ten outings.

That dispiriting sequence continued at bottom placed Port Vale, where Blackburn sank 2-0. Dalglish said: "The only good thing about the match was that it just lasted 90 minutes. It is the worst performance since I came here. The scoreline flattered us and the Blackburn supporters deserve a lot better."

Byrne's skills are top drawer

By LOUISE TAYLOR

THE sight of John Byrne with arms aloft has been a recurring feature of this season's FA Cup. After scoring in every round of the competition so far, the Sunderland forward hopes to be celebrating again in the semi-final against Norwich City at Hillsborough on Sunday.

A lot has happened to Byrne since those days, 11 years ago, when York City would have given him a free transfer. Enter Denis Smith, then the Stoke City centre half, who had just arrived on a loan that would lead to the player-manager's job.

"The first team were doing something I did not fancy so I joined the reserves in the gymnasium," Smith recalls. "Once in there, I saw this kid doing things that nobody else at York could do, but he said he was thinking of giving up."

"When I asked about him, someone came out with the classic that he was allergic to grass and on a free transfer because of it." Byrne did indeed have an allergy but it proved curable and he improved so much as a player that Smith was eventually able to get a good fee for him from Queen's Park Rangers.

On joining Sunderland, Smith attempted to re-sign Byrne but the player, a Republic of Ireland international, opted for France and Le Havre. A bright beginning there was blighted by a broken leg and Byrne found that once again, his face failed to fit.

"It got nasty. The club tried to throw me out of my apartment and put me in the youth team," Byrne said. "It was clear they did not want me and I gave serious thought to another career."

"Denis had tried to buy me again but there was a mix-up with my agent, it fell through, and I got depressed. Then, in one final attempt to stay in the game, I faced all the English first and second division clubs. But only Brighton and Blackburn Rovers replied."

He opted for Brighton, where Barry Lloyd sorted me out," Byrne repaid Lloyd



Roker favourite: Byrne's goalscoring has rescued Sunderland's season

by playing an important part in Brighton's progress to the final of the second division promotion play-offs, which they lost to Notts County last May.

By the autumn, Brighton's financial plight was such that they had no option but to sell their prime asset, who arrived at Roker Park for a fee of £225,000. His signing, though, proved too late to save Smith, who lost his job at Christmas.

"While Sunderland's second division form has continued to disappoint, they have looked a different team in the Cup, Byrne

leading the attack in fine style. "John has a lovely first touch, so good you can guarantee it," Smith said. "He is very mobile, drags defenders into areas where they don't want to go and his finishing is very good."

"He is playing so well now because he has relaxed as a person. He has finally gained confidence, knows he is a good player, and has got over the insecurities he once had."

Age is the only drawback. "At 31, John is a depreciating asset," Smith said. "But he learnt how to look after himself in France, he has

got two young children to keep him going and I think he has a few seasons left."

Retirement is not on Byrne's mind. "I can read a game, I play with my brain, so I don't think age is too great a problem," he said. "Anyway I enjoy it too much to give up. I feel confident, my family are absolutely settled in Durham and the crowd is fantastic."

"Having grown up as a Manchester United supporter I thought I knew about fanaticism. But the Sunderland crowd is something else. I am playing on the night stage."

HOCKEY

London eliminated as chances go to waste

By SYDNEY FRISKIN

UAU I surpassed their previous performances to defeat London 3-0 and qualify for the British Universities Sports Federation final in Birmingham yesterday.

In a game that never really came alive, London squandered a couple of easy chances before Kevill converted a seventh-minute short corner for his fifth goal of the tournament. UAU added goals by Kevill, from a short corner, and Land.

Oxford, the holders, were beaten 1-0 by Northern Ireland in the second semi-final. Mitchell scoring from a fifth-minute short corner.

The two teams that had

finished the previous day with maximum points suffered defeats in the morning. In pool A, Northern Ireland lost 1-0 to UAU I and in pool B, London were beaten 1-0 by Oxford.

London wasted early chances and fell behind Oxford after 26 minutes when they stopped playing when a whistle was blown on the adjoining field and Markham clipped in to score.

RESULTS: Pool A: UAU I, 1, Northern Ireland 0; UAU II, 2, Cambridge 3. First place: 1, UAU I, 3; 2, Northern Ireland 1; 3, Liverpool 0. Pool B: London 0, Oxford 1; Wales 1, Scotland 0. Final place: 1, Oxford 3; 2, London 1; 3, Scotland 0; 4, Wales 0. Cross over matches: UAU I 1, 0, Scotland 0; 3, London 0; Northern Ireland 1, Oxford 0.

SNOOKER

Hallett's sinking form receives a timely lift

By PHIL YATES

MIKE Hallett, whose excellent form in invitation events this season has been in contrast to a string of disappointments in ranking tournaments, restored a measure of lost confidence yesterday by beating Neal Foulds 5-4 in the first round of the Benson and Hedges Irish Masters at Goffs, County Kildare.

Hallett opened the season with victories in the Regal Scottish Masters and Humo Belgian Masters but since then his game has collapsed to such an extent that he must now negotiate his first-round match with Alan McManus at the world championship later in the month to safeguard a place in the top 16.

It appeared that Hallett was again heading for defeat when Foulds, surprisingly beaten 5-3 by Alison Fisher, the women's world champion, in the Matchroom League on Saturday — established a 4-2 lead. Hallett, though, made breaks of 71, 36 and 55 to win the last three frames.

The World Professional Billiards and Snooker Association disciplinary hearing concerning the complaints made against Alex Higgins after last November's UK Open has been postponed from April 5 and 6.

RESULTS: First round: 5-4, Mike Hallett (Eng) bt N Foulds (Eng), 5-4.

GOLF

Norman aims to graduate from supporting cast

FROM MITCHELL PLATT'S GOLF CORRESPONDENT IN NEW ORLEANS

GREG Norman will play practice rounds at Augusta next week with players such as Jack Nicklaus, Raymond Floyd and Tom Watson, but he will not be allowed to change his shoes with them.

Only the Masters champions have an entry pass to the locker-room on the second floor of the clubhouse and Norman will be compelled to use the one downstairs with the rest of the supporting cast.

Norman is the finest golfer of recent times not to have won the Masters but he believes that his prospects of winning this time may have been improved by accident rather than by design.

The Australian underwent arthroscopic surgery on his left knee and the New Orleans Classic, which starts here today, will be only his second tournament back and only his third of this year.

"It must be more than seven years since I played the tournament immediately before the Masters," he said. "I usually go to Augusta the week before, go home and then return. This time I'll travel up on Monday so I'll be treating it like a normal week."

Norman admitted that it had crossed his mind during six weeks at home with his family in Florida that he could retire from the game and concentrate on designing golf courses.

"It would have been an easy decision to take," he said. "I enjoyed taking the children to school and learning where the dishes go. But playing golf is my profession and still my first love after my family. I knew it was time to get back to work and fill in some of the missing gaps in my career."

"And every season seems to provide a new barometer on which to gauge things. I'm 37 and Ray Floyd has just won a tour event at the age of 49, so I've got to be looking at what I can do over the next 12 years."

"I also think my desire right now is greater than it has ever been. The fire was there in 1988 and 1989 but

CARD OF THE COURSE					
Hole	Yds	Par	Hole	Yds	Par
1	308	4	10	420	4
2	519	5	11	550	5
3	200	3	12	158	3
4	349	4	13	380	4
5	463	4	14	463	4
6	567	5	15	542	5
7	445	4	16	442	4
8	176	3	17	207	3
9	370	4	18	471	4
Out		3 477	36	In 3 639 36	
Total yardage: 7 116				Par: 72	

since then it's been nothing more than a pilot light. Then again I've been humbled a little more by not winning for almost two years and I think that has it me up again. I got lecherous with all the earlier success, now I'm determined to win again."

Norman's left knee locked when he was swimming but he knew long before that there was a problem. "Every time I swung the club, the cartilage felt sort of chunky in the follow through," he said. "Now it is stronger than ever, although I work out religiously."

Initially, Norman, who won the Open in 1986, began this year in the belief that he would need to win to qualify for the Masters so he was relieved to learn that the Augusta committee had granted him an invitation. "I'm honoured but I feel sorry for Tom Kite who did not get one," he said. "In my opinion, the Masters is the best tournament in the world without the best field. I think they should look at the Sony Rankings or a similar system."

Meanwhile, Fred Couples, who lost the No. 1 place to Nick Faldo last week, could go back to No. 1, even though he is not playing this week. It does appear a little strange that Faldo went into top position by not winning last week and that he will remain in that position only if he wins this week.

The English Turn course was designed by Jack Nicklaus and named after a bend — "Detour des Anglais" — in the Mississippi where three centuries ago the captain of a British 12-gun warship commanded his crew to weigh anchor and retreat. He mistakenly thought that the might of the French Navy lay around the bend when, in fact, there were only five men in two canoes.

James is hoping to stay for the finish

Rome: Mark James, who walked out of his last European Tour event, returns after a three-week break for the £225,000 Roma Masters which starts at Castelgandolfo today.

The Ryder Cup player, from Leeds, yesterday explained for the first time why he failed to play all four rounds of the Turespana Masters in Málaga last month, despite making the cut in 36th place.

"The going was just so slow. It was driving me crazy. I wasn't playing well either and I just decided there was no point carrying on," he said. James, a member of the tour's tournament committee, did not face disciplinary action for a player can withdraw at any stage, providing he completes his round.

James is hoping to return to winning ways in 1992 after

failing to add to his 14 tour titles last season. The course should suit him for the sloping greens demand precision approach shots.

Anders Forsbrand, who won the Volvo Masters in Florence last week believes he is playing well enough to win again. "Only a few players have won tournaments back-to-back and it would be great to join the company of people like Ballesteros and Woosnam," he said.

Eduardo Romero, of Argentina, and the Australian, Mike Harwood, the European Open champion, are the other main contenders in a field lacking all those preparing for the Masters. "I wasn't going to play here," Harwood said, "but I was on my way to Japan from America with a week with nothing to do so I figured I might as well." (Agencies)

SNOW REPORTS

	Depth (cm)	Conditions	Runs to resort	Weather (Spm)	Temp (°C)	Last snow fall
AUSTRIA						
Brand	30 240	good	open	snow	0	1/4
		(Good skiing on upper pistes; most lifts operating)				
Kitzbühel	25 220	good	open	cloudy	+5	29/3
		(Good skiing on uncrowded pistes)				
Mayrhofen	0 185	mixed	closed	snow	-2	1/4
		(Good skiing down to middle station)				
Saalfeld	70 220	good	open	cloudy	-4	29/3
		(Good skiing on upper pistes, lower heavy-going)				
St Anton	60 300	good	open	snow	0	1/4
		(Good skiing on all four mountains; all lifts operating)				
Zell am See	45 225	good	open	snow	+3	1/4
		(Good conditions although rain affecting lower runs)				
FRANCE						
Avoriaz	130 180	good	open	fine	-1	1/4
		(Good skiing; all lifts, pistes and links open)				
La Plagne	20 245	good	open	fine	+5	1/4
		(Good skiing on glacier and top pistes)				
Les Deux Alpes	20 215	mixed	open	fine	0	31/3
		(Best conditions on glacier; uncrowded pistes)				
Tignes	140 200	good	open	fine	-3	1/4
		(Good skiing on soft snow; 51 pistes open)				
Val Thorens	140 280	good	open	fine	-3	31/3
		(All pistes in good condition)				
ITALY						
Cervinia	80 200	good	open	fine	-5	31/3
		(Excellent fresh snow conditions)				
Courmayeur	30 140	good	open	fine	-3	31/3
		(Upper pistes and Touda glacier in good condition)				
SWITZERLAND						
Ardenza	160 180	good	open	snow	-5	1/4
		(Good skiing throughout area)				
Galtard	25 100	mixed	open	sunny	-1	31/3
		(Upper sections offering good skiing)				
Klosters	110 300	good	open	snow	-1	1/4
		(Fresh snow at all levels)				
Zermatt	60 240	good	open	sunny	-3	31/3
		(Improved conditions with recent snowfall)				

Supplied by Ski Hotline. L and U refer to lower and upper slopes

Go-ahead given to sports cars

Doubts about this season's world sports car championship ended yesterday when Fisa, the governing body, said problems over guarantees from the main teams, Peugeot, Toyota and Mazda, had been overcome.

The entire series, including Monza on April 26, would be staged as planned, Fisa said.

Mini version

Squash rackets: Jonah Barrington, the former world No. 1, yesterday launched mini squash, a game with lightweight rackets and a soft, floating foam ball, costing less than £20.

Qatar Insurance is to fund a \$135,000 world tour tournament next December.

Top pairing

Rackets: Nicholas Hall and Matthew Segal, unseeded, of Winchester, won the public schools doubles championship, beating the talented Marlburians, Sunil Gidoomal and Tom Stewart-Liberty.

FOOTBALL

POSTPONED: Barclays League: Second division: Sunderland v Swindon.

Later results on Tuesday

BARCLAYS LEAGUE: First division: Arsenal 3, Nottm Forest 3; Aston Villa 1, Sheffield Wed 1; Liverpool 4, Nottm Forest 0; Norwich 1, Manchester Utd 3. Second division: Ipswich 2, Barnsley 0; Plymouth 1, Gillingham 2; Port Vale 2, Stockport 0; Portsmouth 1, Charlton 2; Tranmere 2, Bristol City 2; Watford 0, Brighton 1; Wolverhampton 0, Newcastle 2. Third division: Bolton 0, Southamptn 2; Chester 0, Bradford 0; Darlington 0, Leyton Orient 1; Fulham 1, Stoke 1; Hartlepool 3, Exeter 1; Huddersfield 3, Bury 0; Hull 1, Wigan 1; Peterborough 3, Birmingham 3; Preston 0, Swindon 1; Stevenage 2, Torquay 2; Stockport 3, West Bromwich 0. Fourth division: Burnley 2, Huddersfield 0; Cardiff 1, Blackpool 1; Doncaster 1, Barnet 0; Gillingham 2, Wrexham 1; Mansfield 4, Crewe 3; Northampton 2, Rochdale 2; Rotherham 0, Huddersfield 0; Southport 2, Chesterfield 0; Walsley 1, Wyke 1.

GM VAUXHALL CONFERENCE: Farnborough 1, Bath 2; Kettering 1, Cheltenham 0; Slough 0, Metherby 0; St Albans 3, Aylesbury 3. Second division: Southwick 0, Maiden Vale 3. Third division: Homelands 2, Collier Row 1; Farnham 3, Thame Utd 0; Loddon Utd 0; Woking 2; Sutton Utd 4, Molesey 1.

BEAZER HOMES LEAGUE: Premier division: Bromsgrove 3, Tringville 1;

LACROSSE

HYDE: England 13, US All Stars 12.

TENNIS

JOHANNESBURG: South African Open: First round: A. Volkov (CS) bt C. Marsh (SA), 6-2, 6-0; N. Bruno (R) bt J. Lundgren (Swe), 6-4, 6-1; P. Anspaar (P) bt T. Hopwood (Swe), 6-3, 6-4; J. Marco (Sp) bt L. Jonsson (Swe), 5-6, 6-1, 6-4; N. Pietrangeli (It) bt G. Corbelli (It), 7-6, 6-2; A. Krickorian (US) bt V. Roubicek, 6-3, 6-1; G. Muller (SA) bt G. Bloom (Ger), 7-5, 6-0; K. Wilentz (SA) bt B. Good (GB), 7-6, 6-2; W. Ferreira (SA) bt J. Laffitte de Jager (SA), 6-2, 5-7, 6-4.

LIBSON: Open ATP tournament: First round: J. Lind (CZ) bt M. Kowiemanski (Neth), 7-5, retired; N. Pietrangeli (It) bt F. David (FRA), 6-3, 6-2; C. Costa (Sp) bt G. Pippe (Croatia), 6-3, 6-2; R. Gilbert (Fr) bt T. Carbonell (Sp), 6-2, 6-2; E. Sanchez (Sp) bt A. Vignati (It), 6-3, 6-4, 6-1; B. Bugarski (Sp) bt M. Gesser (Ger), 6-3, 6-1; J. Moene (Sp) bt R. Agener (Holl), 6-1, 6-1.

BASKETBALL

NATIONAL ASSOCIATION (NBA): Cleveland Cavaliers 121, Miami Heat 114; Los Angeles Clippers 97, Detroit Pistons 81; Chicago Bulls 96, New York Knicks 80; Seattle SuperSonics 107, Houston Rockets 101; Minnesota Timberwolves 121, Denver Nuggets 114; Phoenix Suns 126, Portland Trail Blazers 111; Seattle SuperSonics 122, Utah Jazz 103; Golden State Warriors 148, Sacramento Kings 136.

CRICKET

PERTH: Sheffield Shield: Western Australia 386 and 94, New South Wales 415 and 281 (5 Small 88, 5 Waugh 68). Western Australia won by 44 runs.

CURLING

GARMISCH: World championships: Men: Scotland 4, Sweden 3. Women: Scotland 6, Canada 3. Scotland 3, United States 9. Scotland 17, Denmark 5.

ICE HOCKEY

NATIONAL LEAGUE (NHL): Detroit Red Wings 3, Chicago Black Hawks 3 (OT); Pittsburgh Penguins 5, Philadelphia Flyers 5; Boston Bruins 5, Quebec Nordiques 4 (OT); Minnesota North Stars 5, Buffalo Sabres 2; Calgary Flames 5, Edmonton Oilers 2.

FOR THE RECORD

LACROSSE

HYDE: England 13, US All Stars 12.

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BASKETBALL

NATIONAL ASSOCIATION (NBA): Cleveland Cavaliers 1

AC Milan president predicts football's future

Berlusconi calls for start of European league

BY PETER ROBINSON

THE days of the European Cup, perhaps the football world's most prestigious club competition, may be numbered: so too, perhaps, may those of the European championships and possibly even the World Cup as the continent's biggest, richest and most powerful clubs establish their own elite European league.

In a vision that makes English moves towards a Premier League look insignificant in comparison, Silvio Berlusconi, the president of AC Milan, yesterday predicted that Europe would abandon its traditional cup competitions and replace them with a league featuring clubs such as his own, Real Madrid and Barcelona. It is a dream that has every chance of being realised.

Berlusconi is more than simply the power behind one of the richest clubs in the world. He is also one of Europe's wealthiest media magnates with newspapers and a television station included in his empire — and it is his involvement with television that gives his opinion such weight. Money will eventually dictate whether a European league comes into being and money comes from television. Pressure from richer clubs and from television helped influence the introduction this season of the European Cup's round-robin semi-final stage, guaranteeing more

matches and thus more income for the last eight clubs in the competition. Yesterday, however, Berlusconi called for a far more radical change.

"The European cups, as they exist now, are an anachronism," he said. "Teams which have spent very heavily on reinforcements run the risk of being eliminated immediately." And, after welcoming the new round-robin format for the European Cup, he added: "It is a step forward, but just a transition. The objective remains a championship to run throughout the season."

Such a championship would involve his own club, which he has brought from the brink of financial collapse six years ago to a position unrivalled by almost any in Europe in terms of success or

prestige, and others included regardless of national boundaries or affiliation. Indeed, international football would be relegated below any European league.

"I believe national sides are the great contradiction in modern football and will become steadily less important," he said. "The economic and sporting interests of the club will prevail, which is how it should be." Where that leaves the World Cup, Berlusconi did not say.

He is already planning for his intended future. Milan are engaged in a determined attempt to annex as many of the world's best players as possible in time for next season, with Jean-Pierre Papin, the Marseille and France forward, a likely addition to a glittering squad. Dejan Savicevic, the exciting Yugoslav midfielder player, has already been signed by Milan and will leave Red Star Belgrade bound for Italy in the summer. The result of such assiduous team-building will, Berlusconi hopes, be a 25-man squad capable of playing 80 matches a season.

International football will presumably take a back seat already, for example, a row has blown up this week because Italy was forced to postpone an international with The Netherlands after pressure from Milan, who would have had to release players for each side.



Berlusconi: vision

Scottish referee under fire

BY RODDY FORSYTH

IN THE aftermath of Rangers' memorable 1-0 victory over Celtic in Tuesday's Scottish Cup semi-final at Hampden Park, the performance of the referee, Andrew Waddell, has become the focus for much comment.

Waddell dismissed Robertson, the Rangers defender, after only six minutes of play for a body check on Miller, and he brushed aside vehement Celtic claims for a pen-

alty kick when Brown tripped Collins midway through the second half.

While both sides have necessarily been reticent in public, it is safe to say that Waddell's stock has risen in neither camp. He was the official who sent off Hateley, Hurlock and Walters, of Rangers, along with Grant, of Celtic, in the quarter-finals of the cup on St Patrick's Day last year, and last Saturday he

cautioned ten players at MacDiarmid Park, where Rangers beat St Johnstone 2-1.

There was incredulity when Robertson was sent off after his first tackle on Tuesday night. Alan Hansen, the former Liverpool defender, who was a radio commentator, said: "I simply could not get over the fact that the referee showed Robertson the red card. It was needless and he put himself under pressure for the rest of the game."

"He booked Mowbray for an innocuous foul on McCosker, yet he let Gordon off with a warning after a deliberate trip on Boyd which completely stopped a Celtic counter-attack at a point when Rangers were caught going forward. Celtic obviously felt that they were denied a penalty because the referee wasn't going to take another controversial decision against Rangers."

Robertson's dismissal forced his team-mates to apply themselves remorselessly. Their reward was McCosker's goal on the stroke of half-time, which took his season total to 30, the highest League tally in Europe.



Making his mark: Stars & Stripes, front, skipped by Dennis Conner, rounds the first turn ahead of Bill Koch's yacht, America³, during the defender trials of the America's Cup off San Diego on Tuesday. Conner won by 45 seconds. Report, page 32

Ice hockey closure near as players reject offer

Toronto: National Hockey League players were on the brink of striking yesterday following an overwhelming vote to reject the owners' latest contract offer. Returns from 20 of the 22 teams showed the players had supported the recommendation of their union chief, Bob Goodenow, that they reject the owners' proposal.

According to the *Toronto Star*, the Toronto Maple Leafs, Montreal Canadiens and Edmonton Oilers all voted unanimously to reject the proposal. The St Louis Blues had also voted unanimously to turn down the proposal, according to the *St Louis Post-Dispatch*. The *New York Times* reported that the New York Islanders turned down the proposal by a 19-2 margin.

Several teams cleaned out

their dressing-room stalls on Tuesday night after their vote was taken. "We can't accept this offer," the Vancouver Canucks captain, Trevor Linden, said on Tuesday after a team meeting in which players conducted a secret ballot on the owners' final offer.

Before voting, the Canucks, like the others, watched a 30-minute video presentation from Goodenow, executive director of the association. The process was repeated throughout the NHL. The players were asked to put an "X" on a ballot that read: "I accept/reject the owners' proposal."

If the players reject the offer, only a last-minute reprieve could stop them from striking.

"My gut feeling is that, unless something dramatic happens, I can't see it," Lin-

den said of playing a scheduled game tonight against the Calgary Flames.

There were three games hanging in the balance last night: the New York Islanders at Toronto, Washington at New Jersey and Winnipeg at San Jose. Also at risk are the play-offs, scheduled to begin on April 8.

The players want a more liberal policy on free agency, a less-extensive entry draft for amateurs and improved arbitration procedures.

The revenue from the issue of hockey cards has also become an issue. Approximately \$16 million is at stake in the licensing procedure. Union representatives for each of the 22 teams were issued credit cards in March to pay for flights home for players caught on the road at the onset of a strike.

Duke calls for a restructuring in British sport

BY JOHN GOODBODY

THE Duke of Edinburgh yesterday joined the critics of the structure of British sport when giving his presidential address to the annual meeting of the Central Council of Physical Recreation (CCPR).

The duke has often intervened in sports politics, something which his daughter, the Princess Royal, who succeeded him as president of the International Equestrian Federation, has continued.

Twenty years ago, when the Sports Council was set up by royal charter, the duke led the campaign to save the CCPR, which represents the national governing bodies, from abolishing itself, arguing that there was still a need for an independent voice.

Yesterday, he said the existing structure was "fairly confused and fairly unsatisfactory". He was worried about the newly established British Sports Forum. This body is supposed to represent the non-government bodies, such as the British Olympic Association and the Commonwealth Games Council for England, although the Commonwealth Games Council for England has declined to join.

Prince Philip said he was yet to be convinced that adding a further semi-representative body to the already long list would make things any easier. "I'm not sure that this multiple representation fits very comfortably with the principal of democratic participation in decision-making," he said. This is a

problem that should have been addressed by Robert Atkins, the minister for sport, in his review published last December. However, he added another body to the existing chaos of administration.

The duke proposed that Britain needed some form of integrated federation of the whole spectrum of voluntary sports bodies. He said: "I'm sure that such a comprehensive body could incorporate all the essential parts into a federated whole, it has been achieved in other countries with great success and I think it would work here."

"Some, and I include the CCPR in this group, would undoubtedly have to change shape to fit into this structure, although I am convinced that there will always be a need for a voluntary association of British governing bodies."

The prince admitted that he might be "utopian" and had not made sufficient allowance for human nature. One of the central problems, as the duke pointed out in the discussion following an address by Eileen Grey, who chairs the British Sports Forum, is that sport in the United Kingdom is divided between British governing bodies and organisations for the individual nations, and some have both.

The move towards devolution in many countries is being reflected by similar feelings in the United Kingdom. The next government may well settle how far this will go.

Barcelona stumble to defeat

BARCELONA, needing a point to qualify for the final of the European Cup, failed to secure their place at Wembley on May 20 after losing 1-0 in their semi-final round-robin group A tie at Sparta Prague yesterday.

A second-half goal by Horst Siegl, in the 66th minute, kept the Czechs' hopes of reaching the final alive before more than 27,000 supporters in the Letna stadium.

In a UEFA Cup semi-final in Genoa, a late goal from Arn Winter, the Ajax midfielder player, gave the Dutch side a 3-2 win after a thrilling first leg.

In the 88th minute, Winter

calmly chipped over Simon Braglia as the Genoa goalkeeper advanced to block his run after Bergkamp's through-ball had sent him clear of the home defence.

Ajax lost a two-goal lead as the Italian's mounted a spirited revival late in the game, inspired by Carlos Aguilera. The Uruguayan forward scored in the 73rd and 80th minutes to take his tally in this season's competition to eight goals.

Stefan Petterson, the Swedish forward, headed Ajax ahead after only 45 seconds, and Bryan Roy, the winger, doubled the lead on the hour after Winter's close

range effort had been scrambled off the goal-line.

Everton will mark the centenary of their Goodison Park ground with a match against the German club, Borussia Mönchengladbach, on August 8.

PAOK Salonika beat Doxa Dramas 4-0 in the second leg of the Greek cup quarter-finals, to win 4-2 on aggregate.

AEK Athens, who were held to a goalless draw at home in the first leg, beat OFI 2-1 in Crete, and Atromitos beat Mithonara by the same margin and aggregate.

More football, page 33

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Size of majority			
CONSERVATIVE	Overall Majority in seats	LABOUR	
16/1	1-8	6/1	
20/1	7-12	7/1	
25/1	13-18	8/1	
33/1	19-24	10/1	
40/1	25-30	10/1	
50/1	31-36	12/1	
66/1	37-42	16/1	
75/1	43-48	20/1	
100/1	49-54	25/1	
500/1	103 and over	100/1	

NO OVERALL MAJORITY 11/10

To win most seats
2/7 LABOUR 5/2 CONSERVATIVE
400/1 LIBERAL DEMOCRATS

To gain an overall majority
4/5 LABOUR 8/1 CONSERVATIVE

No. of Liberal Democrats Seats			
0 500/1	16-20 5/2	36-40 25/1	
1-5 50/1	21-25 9/4	41-45 33/1	
6-10 10/1	26-30 5/2	46-50 50/1	
11-15 5/1	31-35 7/1	51-55 150/1	

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Old blues' test for Boat Race crews

BY MIKE ROSEWELL ROWING CORRESPONDENT

BOTH Oxford and Cambridge beat their old blues crews yesterday. The wins were morale-boosters for both Boat Race crews since the "old boys" facing them were of high quality.

Oxford's rivals included Matthew Pinsent and four other members of the Great Britain squad, but in a three-minute row from Chiswick Eyn, Oxford, admittedly on the favoured Surrey station, went off at 41 to the old blues' 36-and-a-half and held a two-thirds-of-a-length lead after a minute. They stretched this to just over a length by the finish, Elizabeth Chick contributing good coxing against her 1991 predecessor, Neil Chugani.

Cambridge, after a warm-up that was hindered by wash from the Oxford launch, raced a three-minute piece from Harrods. Four GB squad men were among their old boys, but Cambridge

moved steadily away from them to win by one-and-a-half lengths.

The crews were under rather less pressure in their morning sessions in preparation for the race on Saturday. Oxford were joined by a dragon boat, with a former Cambridge cox, Lisa Ross Magenty, in charge of the timing drum. The exercise proved that 16 paddlers, striking 66 strokes a minute, are no match for eight rowers striking eight.

Cambridge's quite morning on a low tide finished with two stake-boat starts. Both crews will be occupied this lunchtime in separate start rehearsals with the umpire, Roger Stephens, who rowed for Cambridge in 1981 and 1982. He has arranged for the river to be closed between 12.30pm and 1.30pm: two stake boats will be fixed so that Saturday's conditions can be accurately anticipated.

Council plan is to go for expansion

BY KEITH MACKLIN

PLANS to revert to two divisions of 16 clubs each received scant support at yesterday's meeting of the Rugby League Council, and three divisions seem certain to be in force next season.

The proposals were passed on by the board of directors at the request of the first division clubs plus Leigh, Sheffield Eagles and Oldham, of the second division. However, there was little support from the remaining clubs, and it seems that the four bottom clubs in division three, who would have been thrown out of the league under the scheme, are now safe.

David Howes, the League's public affairs executive, said that the council's declared aim was not to reduce the number of clubs but to expand, with a view to eventually having three divisions of 14 clubs each.

Fitter Nicklaus strives for third consecutive win

FROM PATRICIA DAVIES IN DESERT MOUNTAIN, PHOENIX

JACK Nicklaus was scheduled to start his defence of the Tradition at Desert Mountain today, a prelude to what he hoped would be a viable challenge for the Masters next week.

Nicklaus made no impact in his three starts on the regular tour this season, missing two cuts and finishing equal 29th at the Honda Classic, but the Tradition is different. He is aiming for his third consecutive victory in the event. Last year he came from 12 shots behind after two rounds, something he had never done before.

This year? "My game's fair," Nicklaus said, "but not really good. I need this week to play. I need the work and a bit more golf."

Nicklaus has spent the last few months working hard on his 52-year-old body, to try to counter a tendency to throw in a bad last round when in contention. "That can come

from being fatigued," he said. "If you haven't got the strength and endurance you can lose concentration. I wanted to make myself a better athlete, to be able to compete. Also, part of the reason for the strength programme was that I didn't want the Masters to be the only major I

felt I could win. There's no real rough at Augusta but I should be strong enough to get out of the rough at the US Open or the PGA Championship."

Nicklaus has increased his chest size by about two-and-a-half inches, his waist measures an inch less but his weight has remained the same. It was, apparently, hard to tell if he was hitting the ball further because he scarcely knew which club he was using.

Nicklaus and MacGregor, his equipment company, recently went their separate ways and clubs have been raining in on him. "I'm talking to ten or 15 different manufacturers and I don't have enough practice balls to match all the clubs I've got," he said.

Norman's aim, page 33



Nicklaus: programmed

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